

JANUARY 16, 1954

THE NATIONAL Provisioner

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i like the Positive
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Identification!

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STANDARD MIXERS, Capacities from 75 to 2,000 lbs.

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- Widest range
of sizes
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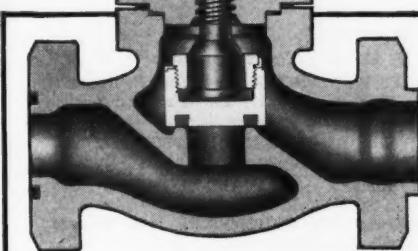
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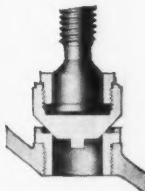
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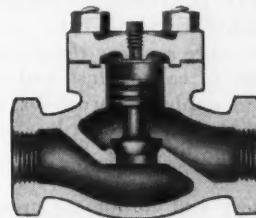
The line includes *bolted bonnet* globes and angles with choice of disc, *union bonnet* globes and angles with plug-type disc, lift checks, expansion valves, relief valves, liquid gauges—and all the fittings, flanges, return bends and other specialties for a complete Crane Quality installation. Check with your Crane man.



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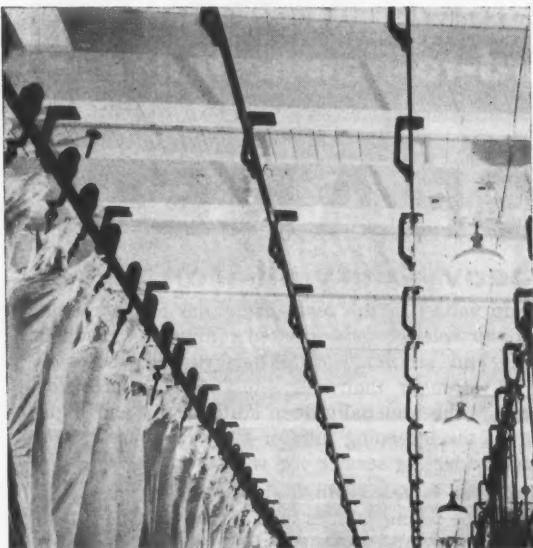


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—WEBSTER

Our Art is the manufacture of products to combat the destructive action of steam, condensation, acids, fungus and mold.



Typical of thousands of packing plants, cold storage and locker plants maintained spotless.

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You will be pleasantly surprised at how economically you can Sanitile your plant.

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"40 Years Serving Industry for the Utmost in Sanitation and Preservation."

CLEVELAND 13, OHIO

U.S.A.



THE NATIONAL Provisioner

VOLUME 130 JANUARY 16, 1954 NUMBER 3

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ANNUAL MEAT PACKERS GUIDE

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Senate Group Approves Packer-Bond Bill

The Senate Agriculture Committee submitted a favorable report this week on a bill (S 2404) to require "reasonable" bonds from packers. The bill would permit the secretary of agriculture to require bonds from packers engaged in interstate commerce, including those not dealing with posted stockyards. The report charged that heavy losses have resulted in recent years through "failure of certain packers" to meet their obligations to pay for livestock purchased at posted markets. The report said that the legislative history of the Packers & Stockyards Act of 1951 indicates that packers were intended to be included among the "dealers" required to furnish bond but there is "some confusion" since the decision of the 7th Circuit Court of Appeals that a packer is not a dealer.

P. & S. Act Rules Revision Protested

Meat packing trade associations, livestock groups and other industry organizations are protesting the proposed revision by the USDA of the regulations issued under the Packers & Stockyards Act. The objections are much the same as those made during the public hearings held when the changes first were proposed in 1952. Protest is being made particularly to the proposals to require registration of packer-buyers as dealers and to give the secretary of agriculture broad authority to inspect the books and property of meat packers even though no violation of law or regulation is charged.

Tobin Profits Rise 20% in 1953

A 20 per cent increase in net earnings for the fiscal year ended October 31, 1953, was reported by the Tobin Packing Co., Inc., Rochester, N. Y., in the firm's annual statement to stockholders. The company earned a net profit of \$938,511 in 1953, compared with \$782,959 in the previous year. Net sales during the year decreased to \$106,840,038 from \$126,179,531 in 1952. Frederick M. Tobin, president, says "the year 1954 should be better than any in the past four years." (See page 26 for a more detailed account of the Tobin fiscal year.)

42-Day American Can Strike Ends

Full-scale production of cans was resumed following settlement this week of the 42-day strike against 36 American Can Co. plants. The new contract granted a 15c-an-hour package increase for the CIO United Steelworkers, along the same lines as the agreement that last week ended the strike against Continental Can Co.



Pork sausage is stuffed to net weight.



One Product-- Many Markets



Paper containers make mixer loading easier.



Teamwork expedites grinder operation.

How tasty 'hill billy' sausage makes hit in big city areas

WHILE specialty meat items are often good sellers and good money makers, they present a marketing problem. A packer might thoroughly saturate a localized area with his bread and butter items, but have to exploit more distant territory to push specialty meats in volume.

Tennessee Sausage Co., Inc., Ecorse, Mich., is a unique specialty house in that it makes only one item, a cloth bagged fresh pork sausage. But it, too, has faced the problem of finding new markets to absorb its expanding production.

Founded in September, 1948, by two

native Tennesseans, S. W. Blackwell and his son, H. J. Blackwell, the firm was among the first to introduce a cloth bagged pork sausage which originally was packed only in the 2-lb. size. The southern type sausage is made according to the firm's own formula.

Demand prompted management to package its tasty product in 1-lb. and 5-lb. cloth bags in addition to the 2-lb. size. From the start, the firm won favorable acceptance of its sausage in the greater Detroit area. It operated under state inspection and, consequently, in seeking ways to extend its sales,

was restricted by Michigan state lines.

The decision was made to set up branch plants which, in turn, would be under local inspection. Tennessee Sausage opened kitchens in Toledo and Chicago. However, the additional effort needed to guide three separate and relatively small operations proved too great a burden, considering travel involved and other factors.

After consulting Harry Shulman, registered professional engineer, Detroit, management elected to build a modern kitchen which would increase capacity of the home plant four fold. To permit a broader sales effort, the



All metal shovel is used to load stuffer.



This photo shows dual stuffing, tying operations.



Finished product is spread for proper chilling.



F. J. Monahan, MID inspector, checks product in cooler.

plan was to be designed in conformity with MID regulations and operated under MID inspection.

Designed by Shulman, the new plant abuts directly to the old building which since has been transformed into a dry storage area. With MID inspection, the firm acquired the privilege of merchandising its product interstate. Currently its 13 distributors cover Michigan, Indiana and Ohio. Plans are in progress to expand sales effort into Illinois early in 1954. Eventually, national sales coverage is envisioned.

Current promotional activity is centered on radio and television advertising. Tennessee Sausage sponsors a weekly program over radio station WXYZ in Detroit that features name bands in hill billy music. The tie-in between the Tennessee firm's pork sausage and the quaint locale in the hills of Tennessee in which it originated goes over well with the big city folks. The plant has similar programs in Royal Oak and Grand Rapids, Mich.

Two weekly TV spots, which cost as much as the half hour radio show,

also emphasize the southern hill billy theme.

H. J. Blackwell states that one of the most effective means of introducing the Tennessee style pork sausage is in store demonstrations in which customers taste the product. Two such demonstrations per week are planned.

The firm's new \$100,000 plant features orderly product movement along with dual cooler utilization. Receipts of raw meat move into the main cooler where they are held until used. As raw meats are withdrawn for processing, the finished products return to the same cooler, thus utilizing cooler space to the maximum at all times.

Product is made to order daily. Raw meats, either in barrels or in the newer type disposable bags, purchased in truckload lots, are delivered to the plant overnight from midwestern packers.

The cooler, which is held at 34°F., has a capacity of three carloads. Leading from the cooler to the paved apron at the rear is a check scale over which meats going in or out are sealed.

In this cooler, the packaged product is chilled on rack type trucks prior to packaging in fiberboard shipping containers. Meats enter the cooler as raw meats, move into the manufacturing room, and then back to the cooler as bagged product.

In processing, the raw meats move from the cooler directly into the manufacturing room where they are blended in a Buffalo mixer with the firm's special seasoning blend.

Management has found that the disposable bags are ideally suited for its operation. A table is moved up to the mixer and a bag placed on it. A worker slits the bag with a shoemaker type knife, and then two men dump the entire chilled block of meats into the mixer. In a matter of minutes the mixer is filled in a comparatively effortless way. The mixer is said to handle a freshly chilled block of trimmings with no difficulty. A meat packer once shipped in a truck lot of fresh frozen trimmings. The block had a hard core, which caused the mixer paddles to break. Now, management



Employee adjusts hi-lo settings on Kramer Thermobank compressors which refrigerate the plant.



The two Blackwells, S. W., left, and H. J. relax for few moments from day's activities.



Product is distributed locally and interstate in fleet of four refrigerated trucks.

species that product must be freshly chilled, but not frozen.

The blended meats are ground through a Kleen-Kut grinder and then moved to the Buffalo stuffer with its attached Rockford filler which measures the amount of pork sausage desired.

In production, the plant uses a four-man team on the stuffer. Two operators stuff the product into the printed cambric cloth, glassine-lined bags, give the neck of the bags a twist and then shove them to the two National Bundle Tyer machine operators. They string-tie the neck of the bags and place them in a wire buggy of the type used in supermarkets.

When the stuffer is empty, one of the male operators fills it while the other three transfer the bags from the shopping buggies onto the tray type trucks on which the product is then moved into the cooler for chilling.

While the transfer operation may seem like extra work, management has found that the tyers cannot place the

product onto the tray trucks immediately upon completing the tie, as they waste too much time trying to position the individual bags. The bags can be flipped in any manner into the buggy and, upon completion of the stuff, spread in multiple bag two-hand transfer movement. The bags must be spread for proper chilling and placed level to withstand subsequent movement.

The manufacturing room contains its own unit cooler and temperatures are held at 50°F. It is all tile walled, and has ample natural lighting from windows and skylights for normal operations. In the room is a sink for small equipment washing which has its own grease interceptor.

In a week's time enough grease is trapped to fill the unit. Through the simple device the plant assures itself grease free and unclogged sewerage lines.

After the bagged product has been chilled overnight it is moved to the shipping room which is adjacent to the

cooler and manufacturing room. Although in the center of the plant, the room has natural lighting through skylights. The shipping cartons are sealed with gummed paper and, if moved to a truck, check-scaled to prevent inadvertent short count.

Like its owners, the employees of the plant are Tennesseans. Although it is a small plant in number of workers, six in the manufacturing department, it uses a units produced pay scale in terms of gang production.

Management asserts this technique imposes a certain amount of self discipline on the crew. Employees rotate jobs in the interest of efficiency.

The senior Blackwell is well pleased with the new plant for it not only serves present conditions well but has ample space for expansion. Heartened by the success of the distributor setup as against the branch house trial, young Blackwell feels confident that the Tennessee Sausage Co. dream of national product distribution will be a reality within the foreseeable future.

Canners Convention To Stress Marketing, Technical Information; Sessions Start Jan. 23

Marketing and technical information of value to meat canners will be available at the 47th annual convention of the National Canners Association opening Saturday, January 23, in Atlantic City, N. J. Concurrent with the convention will be a canning machinery and supplies exhibit at Convention Hall.

A symposium on "Canner Boiler Operations" is scheduled to begin at 9:30 a.m. Sunday, January 24. Topics will include: "Effect on Containers of Boiler Water Carryover," by A. E. Mudra and Randall Royce of American Can Co.; "Water Treatment Methods," by Charles J. Schafer, chemical engineer; "Boiler Operation to Control Water Carryover," by F. L. Blumenshine, California Packing Co., and "Steam Requirements in Canning," by J. H. Bock, Continental Can Co.

"Recent Experiments in Radiation

Sterilization of Foods" will be discussed by G. B. Pratt and O. F. Ecklund of the American Can Co. at a canning problems conference beginning at 9:30 a.m. Monday, January 25. H. Ivor Edwards, The Pfaudler Co., and W. A. Brittin, Beech-Nut Packing Co., will speak on "Filling of Semisolid Products" at a Monday afternoon session on filling operations in canning.

Information helpful to those selling in today's "buyer's market" will be stressed throughout the convention. "What the American Housewife Thinks of Canned Foods" is the topic of an opening day address by Raymond A. Robinson, director of research of the Crowell-Collier Publishing Co.

The Sunday session will open at 2 p.m. in the Hotel Traymore with a visual presentation by *Life Magazine* entitled "Your Customer Today," with

Charles B. Pearson and George Trescher of the magazine's retail sales promotion staff as narrators. Edwin B. George, director of Dun & Bradstreet's department of economics, will speak on "The Business and Economic Outlook for 1954." The day's program will close with a speech on "1954 Canned Foods Procurement Plans and Requirements for the Armed Forces," by Brig. Gen. N. E. Waldron, commanding officer of the Quartermaster Corps Market Center System in Chicago.

The Monday afternoon marketing session opens with an address by E. B. Weiss, director of merchandising, Grey Advertising Agency, Inc., on "The Coming Second Revolution in Food Marketing," which will point out effects on marketing, advertising and merchandising expected from the automatic devices made possible by the science of electronics. The program will conclude with addresses on "Effective Merchandising of Canned Foods" by Seth T. Shaw of Safeway Stores and J. B. Weix of the Oconomowoc Canning Co.

Merchandising Trends and Ideas

'3 Chefs' Go to Work in Boston Town For North American Packing Firm

ADOPTION of a new "3 Chefs" trademark was one of the moves made by North American Packing Corporation of Boston (the former Bornstein Co.) coincidental with the entry of the firm into sausage and lunch meat production and packaging and beginning operations in its new plant in the Boston market terminal area. The NAPCO plant was described in THE NATIONAL PROVISIONER of January 2, 1954.

The "3 Chefs" trademark was worked out between the Arnold & Company advertising agency and the meat company officials. "3 Chefs" was selected as a symbol of three satisfied little men cooking, savoring and eating the natural goodness of fine meat products. Various color combinations were tested and it was finally decided to use white chef figures against a deep blue background with red accents in the lettering and outline. The circle is eye-pleasing, attention-getting and especially lends itself for flat packaging.

Once adopted, the "3 Chefs" trademark was incorporated in all company business forms, packaging, on its trucks, in advertising, even in classified help wanted ads, and a huge neon pylon type sign in front of the company plant itself.

North American made its newspaper debut in an 8-page rotogravure magazine supplement of the *Boston Sunday Herald*. The first page featured a colorful painting of the "3 Chefs," enlarged and set against a bright blue background. Readers were invited to send for a free copy of this painting suitable for framing and use in a child's playroom or the family "whoopee" room. All the testimonials in the supplement were headed with the "3 Chefs" seal so that even in casual browsing through the supplement, the reader became aware of the "3 Chefs" trademark.

Under its new label the company has introduced 11 types of sausage, nine types of table loaves, seven types of frankfurts and five kinds of liver sausage as well as corned beef, knackwurst, pastrami, salami, ham, bacon and other specialties.

In further promotion of its new products, NAPCO turned to radio spot commercials and TV. It currently sponsors "3 Chefs Theatre," a half hour program of top Hollywood films on Sunday afternoon, WBZ-TV, Boston. Commercials are headlined by Sue Bennett, television and radio star.

A contest to name the "3 Chefs" was initiated on the TV program requiring a "3 Chefs" label with names submitted. This promotion drew thousands of entries and was invaluable in quickly es-



tablishing the "3 Chefs" brand throughout a wide metropolitan area.

Another important phase in promoting the "3 Chefs" brand is through store demonstrations. This program started soon after North American opened its new plant and continues as an integrated part of its sales promotion program. Demonstrations are held in both chain and independent supermarkets in metropolitan Boston.

Retailers are featured on the TV commercials and given point of sale material. These demonstrations, usually lasting three days, and featuring either franks or sausages, move hundreds of pounds of product. More important, they establish rapid consumer acceptance and loyal brand following for "3 Chefs" products in key areas.

The initial success of the "3 Chefs" label proves again that well planned sales promotion and advertising can educate the public to recognize and buy consistently a new brand on the market.



CHOPPED BEEF is the fifth beef item and 28th frozen food item to be added to the growing consumer package line of Swift & Company, Chicago. The 12-oz. item, packed in an attractive five-color picture carton with a cellophane overwrap, is sold 12 to the case.

Still Queen of the Kitchen

Homemaker Chooses Meat, Survey Shows

America's homemakers largely decide the question as to what kind of meat to serve their families, the National Live Stock and Meat Board revealed in reporting the results of a survey representing a cross-section of the approximately 39,000 homemakers who attended Board cooking schools in five cities.

The results of this survey show that 87.6 per cent of the homemakers interviewed said they decided on the meat to be served. Of the remainder, 10.6 per cent reported that their husbands made this decision and 1.6 per cent said that the children of the family had a hand in the meat choice.

In response to the question as to what meats they served most often, nearly 55 per cent answered ground meat and roasts—about an equal number for each of these meats. Of the remainder, 21.6 per cent said they served steaks most often, 17.7 per cent served potroasts and 5.1 per cent served stews more than any other of the meats.

When asked which meat dishes were the most difficult for them to prepare, 63.1 per cent listed broiled steaks and chops; 14.9 per cent said roasts, 11.0 per cent, meat stew, and 10.4 per cent potroasts.

Visking Baby Really Talked

More than 200,000 entries were received, read, and judged in the Visking Corp.'s 1953 nationwide "Make the Baby Talk" contest, the company reports. Each eligible entry was accompanied by a label, wrapper, band or other proof that skinless wieners or frankfurters had been purchased. Three hundred prize winners, including the grand prize winner of a Chevrolet Bel Air Coupe, have been chosen and will be notified sometime this month.



NEW BUTTERED BEEF STEAKS of Snow Crop Division, Clinton Foods, Inc., New York City, are making their bow in major eastern markets as Snow Crop's 61st item. Each 8-oz. carton, bearing Snow Crop's four color label and a cellophane overwrap holds four 2-oz. patties.

NIAGARA "No-Frost"

SUCCESSFUL
IN BIG
INSTALLATIONS



NIAGARA "No-Frost" gives you extra capacity and better operation. It improves quality, especially in foods, where it brings the product to correct temperature faster and holds it without fluctuation. It saves money for you in the cost of power and labor. With Niagara "No-Frost" there is never any "de frosting" loss of time or temperature rising.

Write for Bulletin 105

NIAGARA BLOWER COMPANY

Dept. NP, 405 Lexington Ave.
New York 17, N.Y.

Sales Engineers in Principal Cities
of U.S. and Canada

Pard Becomes 3-D Star In New Swift Billboards

The first use of spectacular billboards for Pard and Pard Meal by Swift & Company has been announced for the Los Angeles area. The displays will feature giant plywood cutouts of a boy, dogs and product packages.

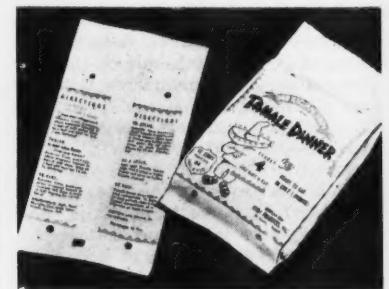
Each of the three billboards, which project a three-dimensional appearance, has an individual theme. One shows a cutout of the head of a Boxer, 22 ft. high; another features a 26-foot boy and his dog, and the third has a 24-foot Cocker Spaniel. The product packages are 12 ft. and 14 ft. high. Cutout neon plastic letters atop the bulletins are six and a half feet high. The signs are rotated every two weeks among three locations in the area.

Swift has used such billboards for its other products, but this is the first time its dog foods have been the subject. The new technique was originated by the Pacific Outdoor Advertising Co. of Los Angeles, and Swift is one of the first firms to employ it.

Institute Being Formed To Promote Mexican Foods

Representatives of firms manufacturing "Mexican-type" foods have called a meeting for February 17 and 18 in the Roosevelt Hotel, New Orleans, to organize a proposed Mexican-Foods Institute to promote their products.

William Coughlen of Walker's Austin Chili Co., Austin, Tex., was elected chairman of the organizing committee at a preliminary meeting in Austin. Edward J. Stegner, Stegner Food Products, Cincinnati, and E. George Lambrecht, Gentry, Los Angeles, were named committee vice chairmen.



UNUSUAL EXAMPLE of plastic packaging where transparency is not required is new white opaque polyethylene showbag recently adopted for tamales by Mexican Inn Chili Products Co. Meat fats previously had tended to come through tamale wrapper. New showbag, developed by Central States Paper & Bag Co., St. Louis, covers contents, withstands low temperatures of freezer cabinets and provides good printing surface. Package is printed in brilliant yellow, red and black with Mexican theme. It has an added function as a re-usable bag for home freezer and refrigerator storage.

Brie

More than slogan,

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Briefs IN THE NEWS

ON Selling Meat

More and more companies are showing that they mean to put teeth in the slogan, "Let's Sell More in '54."

A full national advertising program of "vast scope" to incorporate television, radio, newspapers and demonstration promotions will be launched soon in all national territories representing Excelsior brand fresh frosted meats, Excelsior Quick Frosted Meat Products, Inc., New York, announced. Intensive coverage already has been started in Pittsburgh, Boston and surrounding areas.

* * *

A new fleet of cars has been purchased by Bernard S. Pincus Co., Philadelphia, for use by its sales representatives and merchandising men in the firm's greatly expanded sales and merchandising program, Pat McComesky, sales manager, and Milton Platt, advertising manager, announced.

* * *

Canton Provision Co., Canton, Ohio, has appointed the John Duffy Co., Cleveland, to act as its advertising agency. Plans for 1954 include a comprehensive merchandising and sales promotion, sales helps and sales training.

* * *

John Morrell & Co. Ottumwa, Iowa, has scheduled five four-color half pages in *Ladies' Home Journal* and *Better Homes and Gardens* in its new advertising campaign for Morrell Pride hams.

The campaign, which features the three Morrell Pride hams—E-Z-Cut Cooked Ham, Pride Ready-To-Cook Tender Ham and Pride Savory Canned Ham—was kicked off with a four-color page in the December issue of the *Journal*. Copy emphasizes sealed-in flavor.

* * *

In the meantime, Arizona cattle-women are prodding their grocers and butchers to more aggressive selling of the cheaper cuts of beef. Each member of the Arizona Cowbelles, auxiliary of the Arizona Cattle Growers Association, pledged at a recent meeting in Phoenix to see that meat retailers in her community exert genuine effort to sell more beef. One goal is to get retailers to give more recipes to customers emphasizing the use of less fancy cuts.

Is Sales Lag Your Fault?

"Stop taking pot shots at salesmen," says Fen K. Doscher, vice president in charge of sales, Lily-Tulip Cup Corp., New York City. "It's your fault if you're not providing them with the pointed tools of advertising, promotion and training." Doscher told a dairy group in Chicago that the final sale often comes on the fifth call. A recent survey, he said, showed that 62 per cent of customers are lost because management has failed to impress upon the salesmen the need of return calls.

...ONE PERSON
...ONE FINGER
...ONE TOUCH
...AND Automatically YOUR
PRODUCT IS PACKAGE-WRAPPED
AT 3 to 5 units per second!

Unbelievable savings in time, labor and materials are yours with the Campbell Wrapper. Automatic continuous feeds and deliveries combined with easy, simple operation permits one person to tend and operate several machines at one time in many cases. Then too, because no trays or stiffeners are required *unless desired*, you cut material costs from 25 to 50%. With the Campbell Wrapper packaging production soars to new heights too, for it automatically crimps, heat or glue seals your products, in any type wrap material, at average speeds of *100 to 300 units per minute!* Wraps regular or irregular shaped products — single or multiple per unit with equal ease and speed. Simplified adjustments require minimum down-time for size change-over. Whatever your product—investigate now, how you can *save* with the Campbell Wrapper.

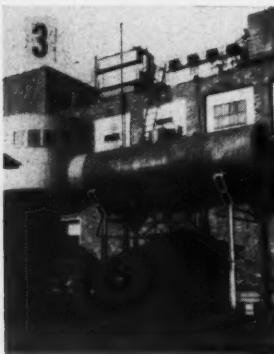
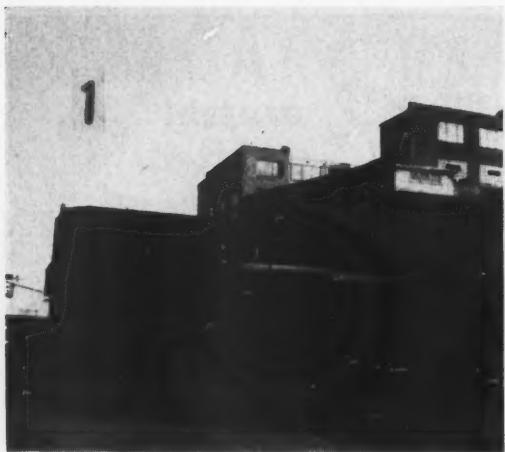
FOR THE ARMED SERVICES
We are contributing to the nation's defense program by providing a large part of our increased production facilities for building precision armaments. Civilian orders are filled on a reasonable time basis only.

Campbell
WRAPPER

HUDSON-WORLD MACHINE CO., GREENBAY, WIS.
Manufacturers of Aniline and Gravure Presses, Folders, Interfolders, Laminators, Waxers, Embossers, Slitters, Sheeters, Roll Winders, Packaging Machines, Crepers and Tissue Converting Units.

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NEW YORK: 55 WEST 42 STREET



North East Expands Hog Operations at Somerville

ONE of the first meat companies to leave the old Boston market area, but which did not move to the new market terminal (see the NP of January 2, 1954), was the North East Packing Co., pork cutting division of the Somerville Packing Co. North East moved its operating center back to the 11-year old Somerville plant—a shift that required construction of four new coolers, a smokehouse and conversion of a cooler into a hog cutting room.

North East is now slaughtering 2,000 hogs per week and sells all of its pork products fresh to the trade with the exception of a small quantity of slab bacon. Loose lard and tallow are shipped in tank trucks throughout New England and to New York.

The pictures show: 1—One side of the expanded Somerville-North East building; 2—Rail-equipped trailer for 160 dressed hogs; 3—Elevated tallow storage tank; 4—Dressed hog shipping dock; 5—New smokehouse; 6—Hog killing floor; 7—Splitting hogs with power saw; 8 and 9—Views of new 30-ft. hog cutting conveyor with capacity of 50 hogs per hour.

Morris Madfis was the founder of the North East company and his two sons, Richard and Theodore, are now the principal operators. Julius J. Needle, as general manager, is in charge of all pork sales and cutting room operations.





**SAVED: \$1,000 annually in
labor costs alone
by a Hoerner Packaging Engineer***

Here's Proof:

Tamko Asphalt Products Inc., Joplin, Missouri, manufacturers of a complete line of Asphalt composition shingles and rolls in a wide variety of weights and colors, asked a Hoerner Packaging Engineer to study their methods of handling packaging materials. The result: a box car of corrugated shingle wrappers was unloaded at destination in 1/15 the man hours usually required. Greater production line efficiency, better use of warehouse space. Big savings of time, labor, money.

If your company packages things, whatever they are, why not see what a Hoerner Packaging Engineer can do for you? It won't cost you a cent or obligate you in any way. It can mean an increased margin of profit through savings in labor and material costs, prevention of shipping losses. For a study of your packaging operation, just write to one of the Hoerner plants listed below.

* Mr. Arnold Rogers

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the **HOERNER**
Corporation



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Sales Offices: 209 So. LaSalle St., Chicago 4, Illinois

- **ABC Corrugated Box Company**
Minneapolis, Minnesota
- **Des Moines Container Company**
Des Moines, Iowa
- **Ottumwa Shipping Containers**
Ottumwa, Iowa
- **Iowa Fiber Box Company**
Keokuk, Iowa
- **South West Box Company**
Sand Springs, Oklahoma
- **Arkansas Box Company**
Ft. Smith, Arkansas
- **Southwest Corrugated Box Company**
Ft. Worth, Texas
- **Little Rock Corrugated Box Company**
North Little Rock, Arkansas

● **50 E. 42nd St., New York 17, N. Y.**



Tobin Profits Rise 20% to \$938.511 Despite Sales Dip

Net earnings of Tobin Packing Co., Inc., Rochester, N. Y., rose to \$938.511 in the 52-week fiscal year ended October 31, 1953, a 20 per cent increase over the \$782,959 profit earned in the previous 53-week fiscal year, Frederick M. Tobin, president, reported in the annual statement to stockholders.

Net earnings per common share (after preferred payments of \$7 per share) amounted to 92c compared with 73c in 1952. Dividends paid amounted to 65c per common share in 1953, compared with 60c in the previous year.

The profit picture improved despite a drop in net sales to \$106,840,038 in 1953 from \$126,179,531 in the previous year and a decrease in sales tonnage to 293,467,571 lbs. in 1953 from 328,405,727 lbs. in 1952.

Indeed, Tobin explained, sale last July of the Tobin Fort Dodge pork packing plant, which had been unprofitable in the last three years, while reducing total sales volume, resulted in the better percentage of net profit. Profit was equal to 88c per \$100 of sales as against 62c in 1952.

The 1953 net profit per pound of meat products sold was \$0.0032, compared with \$0.0024 in 1952.

Sale of the Fort Dodge plant to Geo. A. Hormel & Co. and liquidation of inventories and accounts receivable resulted in realizing slightly more than book value and freed \$7,000,000 for use in the Tobin business, Tobin said. A balance of \$3,200,000 owed by Hormel on the purchase price of the plant and equipment was received by the Tobin firm on November 20, 1953, and the funds were used to retire bank loans in full and to improve the company's cash position, Tobin said.

Working capital increased to \$6,718,089 from \$5,156,439 during the year, a ratio of 2.69 to 1 at October 31, 1953, as compared with 1.88 to 1 at the end of the previous fiscal year.

Number of employees dropped from 3,052 to 1,905 during the year, and wages, salaries and employee benefits totaled \$12,352,184 as against \$13,373,784 in 1952. The company again met the national pattern of bargaining with labor, Tobin said, and as of September 28, 1953, increased hourly wages 5c an hour and further contributed to medical and hospital insurance plans. A deferred profit-sharing plan also was established during the year for salaried employees. Hidden payroll costs for benefits other than direct wages, salaries and incentive payments amounted to 39.8c per hour worked by all employees at the Tobin Rochester, Albany and Estherville divisions, Tobin revealed.

"Our business is good," he said. "We are developing several new products and new packages that should increase our sales and profits so that the



SAVE with Speco's 5 Year Guarantee

SPECO alone gives you all of these advantages in its famed Triumph plates: 1—correct design; 2—clean, cool cuts; 3—long, trouble-free performance; 4—precision manufacture; 5—Plus 5-year guarantee in writing. Write for catalog and plate ordering guide—FREE!

SPECO INC.

THE SPECIALTY MANUFACTURERS

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year 1954 should be better than any in the past four years."

A special section was devoted to a report by Herbert Rumsey, jr., executive vice president, on the \$1,000,000 expansion program in progress at the Rochester division. The new facilities will provide an additional 65,000 sq. ft. of floor space, 38,000 of which will be under refrigeration. The new area will be provided with the most modern improved equipment and should aid considerably in reducing operating costs, Rumsey said.

"As the result of the recent rapid growth of self-service retail merchandising," Rumsey pointed out, "never before in the history of the meat packing industry has there been a greater challenge to inventive creativity in the fields of new packaging and new product developments. Our tireless efforts in this direction are now bearing fruit and we still have many new items that we

will be in a position to put on the market when our new plant facilities are available."

The consolidated statement of earnings of the Tobin Packing Co., Inc., and wholly-owned subsidiaries for the fiscal year ended October 31, 1953, follows:

NET SALES	\$106,840,088.33
Gain from Sale of Fort Dodge, Iowa Plant and Equipment, Less Net Loss from Disposal of Supplies and Other Items in Connection With Sale of That Plant	11,134.90
Other Income	141,736.74
	106,992,909.97
<hr/>	
Less Manufacturing Costs, Packing, Shipping, Delivery, Selling and Administrative Expenses:	
Livestock, Meats, Ingredients and Other Merchandise	86,230,062.93
Salaries, Wages, Other Compensation and Social Security Taxes	11,884,848.53
Employee Retirement Fund Contributions	100,000.00
Provision for Depreciation	563,850.81
Other Supplies and Expenses	5,982,874.31
	104,761,636.58
Interest Expense	371,206.72
Other Deductions	30,590.35
	105,163,233.65
Provision for Federal Income Taxes	1,829,676.32
	801,165.19
<hr/>	
NET EARNINGS FOR THE YEAR	938,511.13
Earnings Retained for Use in the Business at Beginning of Year	6,434,871.70
	7,373,382.83
Deduct Dividends Paid:	
Preferred (\$7.00 Per Share)	158,879.00
Common (\$.65 Per Share)	552,452.45
	711,331.45
EARNINGS RETAINED FOR USE IN THE BUSINESS AT END OF YEAR	\$ 6,662,051.38

MID Directory Changes

The following MID changes were announced recently by the Bureau of Animal Industry, USDA

Meat Inspection Granted: Stark, Wetzel & Co., Inc., 725 Gardner Lane; mail, P.O. Box 1218, Indianapolis 6, Ind.; Los Hispano Provision Co., 528 Craven St., Bronx, New York 59, N. Y.; Fort Dodge Packing Co., Inc., P.O. Box 488, Fort Dodge, Iowa; Iowa Beef Co., Inc., 84 Newmarket Square, Roxbury, Boston 18, Mass.; David Epstein Co., 83 Newmarket Square, Roxbury, Boston 18; New York Beef Co., Inc., 136 Newmarket Square, Roxbury, Boston 18; Bonsib Drive Inc., 4956 East Colfax ave., Denver 7, Colo.; American Kosher Products Co., 31 Linden st., Somerville 43, Mass.; Gusto Ravioli Co., 653 Ninth ave., New York 36, N. Y.

Meat Inspection Withdrawn: Goren Packing Co., Inc., 39-41 Commercial st., Boston 9, Mass.

Change in Name of Official Establishment: John Engelhorn & Sons, 17-27 Ave. L, Newark 5, N. J., instead of John Engelhorn & Sons, Inc.; Duffy-Mott Co., Inc., 777 Mount Read blvd., Rochester 3, N. Y., instead of American Home Foods, Inc.; Sam McDaniel & Sons, Inc., R.F.D. 3, Bedford, Va., instead of Sam McDaniel & Sons; Wimp Packing Co., 1127 W. 47th pl., Chicago 9, Ill., instead of Russell Packing Co. and subsidiary Wimp Packing Co.

New Bill on Pesticides

A bill giving the Food and Drug Administration authority to regulate use of pesticides (HR 7125) has been introduced by Rep. A. L. Miller (R.-Neb.). The bill would ban from use on a raw farm commodity any pesticide not generally recognized by experts as safe for use unless a tolerance has been set up by the secretary of welfare or unless it is exempted by the secretary.

Notice
Tufedge
BEEF CLOTHING
SUPERIOR TO ANY SHROUDS

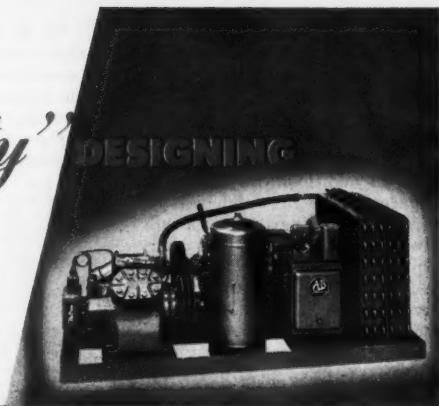
- Outlasts other beef shrouds 5 to 1.
- Rip-resistant pinning edge gives better, faster application.
- Available in 40" and 36" widths.

CLEVELAND COTTON PRODUCTS CO.
CLEVELAND, OHIO
CANADIAN DISTRIBUTORS: ELCO LTD., TORONTO



"Reserve Capacity"

Batavia-designed condensing unit eliminates lost motion and provides excess capacity due to its special features.

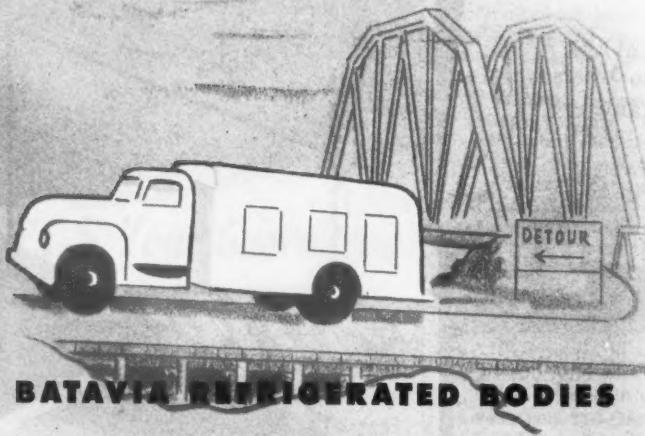


reason why

BATAVIA means best* in Refrigerated Delivery

*Best insurance against food loss

A loss of time cannot cause any loss of quality if perishables are being carried in a Batavia Refrigerated Body. That's because Batavia provides a *reserve* of refrigeration — a margin of safety provided by thicker insulation, a larger condensor, more hold-over plates, temperature-tight doors. The quality of a beautiful Batavia Body protects the quality of your products. Write today and learn why the *true* cost of a Batavia Body is actually less. Batavia Body Company, Batavia, Ill.



BATAVIA REFRIGERATED BODIES



THE MEAT TRAIL

Oscar Mayer Names Beach Operations Vice President

The appointment of P. Goff Beach, Jr., to the position of vice president of operations of Oscar Mayer & Co., has been announced by Oscar G. Mayer, Jr., executive vice president.



P. G. BEACH, JR.

His new responsibilities include the direction and coordination of all of the firm's slaughtering and meat processing operations in its five plants situated in Madison, Chicago, Davenport, Philadelphia and Los Angeles. Beach joined the company in Chicago in 1936 and has been with the company since then in various capacities in the operations division in Chicago and Madison except for three years as a Navy officer during World War II.

Rath Announces Brecunier Retirement, 6 Promotions

The retirement of R. A. Brecunier as director and treasurer of The Rath Packing Co., Waterloo, Iowa, and promotion of six other executives have been announced by R. A. Rath, chairman of the board of directors.

Brecunier, who served with the firm for 41 years, retired because of poor health. He will be replaced on the board of directors by Joe Gibson, secretary and comptroller. Gibson, who has been with the company since 1921, will continue as secretary.

Howard Dexter has been promoted from assistant comptroller to comptroller. Willis R. Nesbit moves from assistant treasurer to treasurer. W. H. Coffin, general production manager, has been named vice president in charge of plant operations, including industrial relations.

H. S. Bartley, executive engineer, was named vice president in charge of engineering, construction and maintenance. Richard W. Rath relinquished the title of assistant treasurer and was named assistant vice president of research and development.

Epeneter Moves Up to Head Armour Refinery Division

Appointment of J. O. Epeneter as general manager of Armour and Company's refinery division has been announced by F. W. Specht, president. Epeneter, who had been assistant general manager since 1950, succeeds C. L. Bothwell, who retired after 44 years' service.

Since starting with Armour in 1932 as a helper in the beef department after graduating from the University of Nebraska, Epeneter has worked as clerk, salesman, livestock buyer and plant executive in Omaha, Neb.; Grand Forks, N. D., and St. Paul, Minn. He was general manager of the Huron (S. D.) plant from 1946 until his transfer to Chicago in 1950.

PERSONALITIES and Events OF THE WEEK

►John G. Baker, president of the Baker Packing Co., Mexico, Mo., has been elected president of the Mexico Chamber of Commerce. Baker succeeded his father, the late Clarence Baker, as head of the packing plant which the younger Baker joined in 1945 after Army service during World War II.

►Harry P. Littler, formerly with the New York office of Libby, McNeill & Libby and more recently in the company's canned meats division at Chicago, has been named manager of Libby's Atlanta branch, succeeding L. E. Tyce.

►Jennings Abattoir and Packing Co. has been launched by Phil Hoag in Jennings, La. Calise Dupuis is manager of the plant, which slaughters about 50 head of cattle and 20 hogs a week.

►Granite State Packing Co., Manchester, N. H., is constructing new livestock pens and new beef coolers to hold 300 head of cattle.

►R. B. West Co., Inc., Buffalo, N. Y., will build a new killing plant under designs furnished by Worcester Engineering Co., Boston.

►A new meat packing and processing firm, the Tioga Packing Co., is being started in Chanute, Kan., by Orville L. Moulton, operator of the Chanute Wholesale Meat Co., and Joe Sutcliffe, owner of the Sutcliffe Pipe and Supply Co. The new business, expected to be in operation by

the end of February, will be situated in the former Banfield Packing Co. plant on North Santa Fe road. Moulton, formerly associated with R. C. Banfield, said he retained his own interests in the plant where he had been general manager while Sutcliffe has purchased the Banfield interests. Authorized capitalization of the new company was announced as \$85,000.

►Thomas J. (Tom) Enright recently was elected secretary-treasurer of Wm. Davies Co., Co., Chicago. He also has been elected vice president of the Columbia Warehouse Co. and as a member of the Chicago Board of Trade. A native Chicagoan, Enright started to work for the Davies organization 25 years ago as credit manager. Most of his work during his 25-year

career in the industry has been in the merchandising of provisions.

►A three-alarm fire recently caused damage estimated at \$100,000 in the plant of Ideal Packing Co., Cincinnati. Fire started in the smokehouse and swept upward through the building. Approximately 400 hogs in a third-floor pen were saved by a heavy door which separated them from the fire area. A. W. Goering, president, estimated damage to equipment and supplies alone at \$35,000. The plant occupies two adjoining buildings, both owned by the city of Cincinnati. City plans call for razing the structure to enlarge the Dyer Park playground. The company has filed a building permit to construct a new meat packing plant on Grand ave., Westwood.

►C. J. Renard has announced the re-establishment of the Kennett-Murray service department with offices in room 907, 740 Eleventh street N. W., Washington, D. C. C. B. Heinemann, sr., will supervise the department as manager. The department will strive to serve the packing industry.

►Greendale Packing Co., Plattsburgh, Conn., is making extension of boning cooler and freezer space along plans furnished by Worcester Engineering Co., Boston.

►Appointment of J. T. Newell of the city sales department, Plankinton Packing Co., Milwaukee, as advertis-



T. J. ENRIGHT

ing manager has been announced by W. F. Schuette, president and general manager. Newell relieves C. N. Colling of the advertising duties which he has directed along with the company's table ready meats department. Colling now will devote his full time to the table ready meats department and other new lines Plankinton proposes to market shortly. The firm is a subsidiary of Swift & Company.

►The Hollister Meat Co., Hollister, Calif., which has been closed for a number of years, recently came under new ownership and will reopen January 18.

►Howard G. Gilbert, 72, head of the John Morrell & Co. accounting department in Sioux Falls, S. D., for 25 years before his retirement in 1949, died recently after a long illness. He entered the company's accounting department in Sioux Falls in 1912 and was named head of the department in 1924.

►The Marhoefer German band, which has made appearances in 14 states, will provide music for the annual dinner of the Elwood Chamber of Commerce, Elwood, Ind., January 19, through the courtesy of John Hartmeyer, vice president and general manager of the Marhoefer Packing Co., Inc., Muncie.

►Monroe E. Pfaelzer, president of Pfaelzer Brothers, Inc., Chicago, wholesale meat purveyor, has been appointed packing group chairman in the foods and food products section of the business division in the

\$610,000, 1954 fund drive of the Chicago Heart Association. Goal of the packing group is \$4,200. Pfaelzer, who in previous heart campaigns has been one of the most successful chairmen in the business division, is a director of the Franklin Boulevard Community Hospital and also of the Valentine Boys Club of Chicago. Contributions are used to further research, education, and service in the field of heart welfare.

►Carroll Plager, livestock extension director of Geo. A. Hormel & Co., Austin, Minn., was honored by radio station WHO, Des Moines, in its annual program and dinner recognizing the Master Swine Producers of the year.

►Leland B. Shewmaker, personnel manager for Armour and Company in St. Joseph, Mo., has filed for nomination as a Democratic candidate for the city council. Shewmaker also is president of the St. Joseph Welfare Board and has been chairman of the city Democratic committee for the



M. E. PFAELZER

past eight years. He is a World War I veteran and has been employed at the Armour plant in St. Joseph since 1919.

►Preston B. Heller, 52, president of B. Heller & Co., Chicago manufacturing chemists, died recently after a short illness. He was the son of the late Benjamin Heller, who founded the firm in Chicago in 1893.

►Lovett's Meats, Cincinnati, which specializes in boned meat cuts for the retail trade, has moved into a new \$60,000 beef boning plant. Ralph S. Lovett, owner, also announced that Vernon Bigler, who gave cutting demonstrations for the National Live Stock and Meat Board for the past few years, has joined the Lovett organization.

►John Holmes, president of Swift & Company, Chicago, has been elected a director of the Continental Illinois National Bank & Trust Co.

►Chester O. Hurry, 63, well-known to the meat industry as a supplier's representative, died recently of a heart attack. He was the New England representative of H. J. Mayer & Sons Co., Inc., Chicago.

►A hearing has been set for 10:30 a.m. Monday, February 15, in the Federal Building, Newark, N. J., for any objections to the appointment of James Rosen as trustee in the reorganization of Adolf Gobel, Inc., under the bankruptcy act. The reorganization was ordered December 28 by the U. S. District Court in Newark.

►Orlow D. Esterbrook, 67, manager of the Cleveland branch of Wilson & Co., died recently after an illness of nearly a year. He had been active in the meat packing industry for 45 years. Esterbrook went to work for Swift & Company upon graduation from the University of Dayton and rose to become a branch manager. He joined Wilson & Co. 25 years ago and was manager in Saginaw, Mich., and Grand Rapids, Mich., before being transferred to Cleveland 12 years ago to take charge of the branch there.

►The Bradford Meat Co., Kerman, Calif., has been leased by the Diamond Meat Co. President of the new firm is Jack Diamond, formerly Fresno manager of Cudahy Packing Co.

►Edwin O. Edmonds, 74, a Swift & Company employee for 49 years, died recently in Denver, Colo., after a long illness. At the time of his retirement, he was chief engineer of the Swift plant in Omaha. During World War II, Edmonds was a "dollar-a-year" man, serving as chief of the packinghouse division of the War Production Board. At the time of his death, he was a partner and official of Insulation Specialty Co., Denver.

►Henry P. Rusk, 69, dean emeritus of the University of Illinois College of Agriculture, died January 10 in Urbana. An authority on agricultural education and livestock, Dean Rusk

received the gold medal of the American Farm Bureau in 1947 for distinguished service to agriculture.

►Frank Bahmer, 52, founder of the Bahmer Packing Co., Defiance, Ohio, predecessor of the Eckert Packing Co., died recently after a 13-year illness. The firm was sold to Eckert in 1944.

►A wholesale and retail meat plant, to be known as the Clinton Packing Co., will be established soon in Clinton, Ill., according to an announcement by E. U. Hullinger, who will own and operate the plant.

►The Detroit Association of Grocery Manufacturers Representatives has elected Frank Malecek of Geo. A. Hormel & Co. as president.

Storm Succeeds Jones as Armour Assistant Treasurer

Election of Leslie C. Storm as an assistant treasurer of Armour and Company has been announced by the board of directors. In this capacity, Storm will serve as general credit manager.

He succeeds Arthur L. Jones, who died December 21 after 34 years of service.

Storm, who had been assistant general credit manager since 1951, started with Armour as an office boy in 1916 and has served in various credit positions. Armour and Company has been his only employer.

Paul Meyer Named Manager Of Swift Cleveland Plant

Paul H. Meyer has been named manager of the Cleveland plant of Swift & Company, succeeding A. L. Eviston who has been transferred to the Chicago headquarters staff of John Holmes, company president.

Meyer, who joined Swift in 1915 as a scaler in the pickle cellar, has been assistant manager of the firm's Chicago plant since 1950. Eviston had served as manager of the Cleveland plant since 1943 and also was manager there from 1934 to 1941 before fulfilling assignments in Los Angeles and in the company's general offices.

Prison Abattoirs Planned In Pennsylvania, Montana

An abattoir is among new industries to be added in Pennsylvania's seven state penal institutions in the near future, it was announced in Harrisburg, Pa., by Arthur T. Prasse, state commissioner of correction.

In Helena, Mont., the Montana state board of examiners also agreed to start preparations for a new slaughterhouse at the state prison in hopes that the next legislature would approve its construction. Prison Warden Fay Burrell estimated that the new building would cost about \$15,000 if some of the material could be furnished by the state.

**we've doubled our manufacturing facilities
to take care of the increased demand for**

M.I.S. SAFEWAY CURE

• here's why it's IN CLASS BY ITSELF!

SAFeway CURE never hardens! It's always soft and fluffy from the very top clear thru to the very bottom of every drum! Dissolves instantly! Will not deteriorate! SAFeway CURE is guaranteed—100%.

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The meat in this drum was made, and was tested

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Batch No.

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4432-40 S. Ashland Avenue, Chicago 9, Illinois

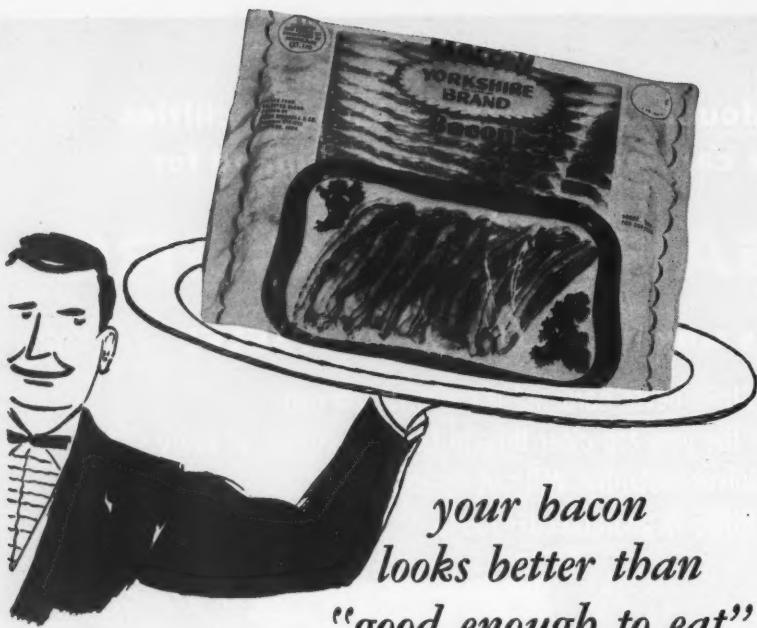


This recorded Certificate of Approval guarantees that it has been laboratory tested and is 100% perfect! No drum that isn't, ever leaves our plant!

Ready for IMMEDIATE DELIVERY!

M.I.S. maintains large warehouse stocks strategically located all over the U.S.A. ready for speedy delivery. TRY A SAMPLE DRUM ON APPROVAL.





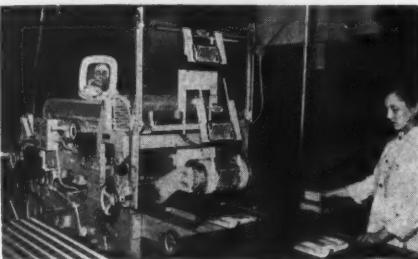
wrapped on The BATTLE CREEK Model 201-A

Your bacon is always ready for eye-appealing display in the display case when it is wrapped nearly air-tight by the new improved Battle Creek tension-wrap method. Every package is cradled through the complete wrapping cycle by the famous Battle Creek "Continuous Flow" principle on the new improved Battle Creek Model 201-A Bacon Wrapping Machine.

An electric eye (optional) sees that each package label is properly positioned so that you get the maximum sales effect from your carefully worked out package design. In the Morrell package shown here, the bacon sells itself through the perfectly positioned package window.

The BATTLE CREEK MODEL 201-A smooths out production problems too!

- Spring mounted paper tensioning rolls insure accurate feeding of the web of paper at just the right tension. You get the Battle Creek "tension-wrap" without time-wasting, paper-breakage shutdowns. It eliminates cripples too!
- Easy to load. The open pocket style intake provides easy visibility for the operator, to keep every pocket full for maximum machine production.
- Hand wheels permit size changes in five minutes or less, paper cut-off adjustments in 30 seconds or less.
- Improved "Double Seal" heat sealing creates a durable, moisture-proof package. This extra seal provides a stronger, neater package that stands up under Super Market handling and refrigeration methods.
- Machine cleaning down time minimized. The hinged carriage of the Battle Creek Model 201-A exposes the folding, sealing, and package handling sections of the machine for quick, easy cleaning. Non-corrosive metal parts are used throughout the machine wherever the product touches metal. Machine clean-up is fast and easy, saves production time.



Continuous Flow PACKAGING
BATTLE CREEK BREAD WRAPPING MACHINE CO. Battle Creek, Mich.

MENED
AMERICAN MEAT INSTITUTE

Plant Maintenance Show Offers Factual Fare Of Value to Industry

Twenty round table discussions coupled with 11 sectional conferences and topped with one entire evening devoted to a question and answer period is the factual fare being offered to maintenance and engineering personnel who attend the 5th Plant Maintenance and Engineering Show to be held at Chicago January 25-28.

The various meetings will take place at the Conrad Hilton Hotel while one of the largest collections of maintenance equipment, from the standpoint of both engineering and sanitation, will be exhibited at the International Amphitheatre.

While all the conferences and the exhibition should prove of interest to members of the meat industry, the following are listed as of special significance:

Monday's sectional conferences, 8 to 10 p.m. 1.) "Preventive Maintenance—Pros and Cons," chairman, Earl S. Fenelon, supervising architectural engineer, manufacturing division, H. J. Heinz Co., Pittsburgh. 2.) "Sanitation Methods, Materials and Controls," under the chairmanship of L. Lloyd Barron, sanitary engineer, National Biscuit Co., New York City. The panel membership includes Vincent J. Del Giudice, section head, technical service section, Armour and Company, Chicago. 3.) "Work Measurement, Work Standards and Incentives," under the chairmanship of Howard A. Estabrook, plant manager, Ethicon Suture Laboratories, Inc., New Brunswick, N. J.

Tuesday's round table discussion, to be held from 9 to 11:30 a.m., will feature the discussion of maintenance of various types of equipment. Included in this series of meetings will be: 1.) "Maintenance of Materials Handling Equipment," with William P. Sheehy, chief maintenance engineer, The B. F. Goodrich Co., Akron. 2.) "Lighting Equipment—Its Selection and Upkeep," under Carl W. Zersen, managing director, Chicago Lighting Institute, Chicago. 3.) "Maintenance in Plants Having Up to 25 Maintenance Employees," led John A. Barth, general manager, The Barth Corp., Cleveland. 4.) "Maintenance Stores and Storekeeping," with A. J. Hobday, general foreman of maintenance, Wagner Electric Corp., St. Louis, acting as discussion leader. 5.) "Maintenance in Food Processing and Packaging Plants," led by Don F. Copell, vice president and plant engineer of the Wagner Baking Co., Newark, N. J.

Section conferences Tuesday afternoon from 2:30 to 5 o'clock will include a continuation of "Sanitation—Methods, Materials and Control, with Sidney Brierley, assistant department head, inside cleaning department, Kodak Park Works, Eastman Kodak Co., Rochester, and "Occupational Dermatitis," by Dr. Louis Schwartz, Washington, D. C.

Other Tuesday afternoon sectional

meetings will include: "Corrosion Control and Prevention," under the chairmanship of L. B. Woolfenden, plant engineer, General Aniline Works, Grasselli, N. J., and "Waste Disposal Problems and Solutions," with T. J. Powers, supervisor, waste disposal department, The Dow Chemical Co., Midland, Mich.

Wednesday from 8 to 10 p.m. the question and answer period will be held in the Eighth Street Theater, adjacent to the Hilton Hotel, with L. C. Morrow, consulting editor, *Factory Management and Maintenance*, acting as chairman.

The exhibit at the Amphitheatre will be open from 10 a.m. to 6 p.m. daily during the conference with the exception of Tuesday when it will remain open until 10 p.m.

The fee for the entire show is \$20, and the daily fee is \$10. There is no admission charge for the exhibit at the Amphitheatre. Advance registration may be made through Clapp & Poliak, Inc., 341 Madison ave., New York 17, N. Y.

Germans Holding Their Own

Domestic production of cattle in the German Federal Republic at present covers 97.5 per cent of meat consumption in West Germany so practically no imports are necessary, it was reported at the annual meeting of the Rhenish-Wesphalian Live Stock Trade Association in Cologne. Annual per capita consumption of meat in the German republic has averaged 40 kilograms since 1952, the association said.



"NO-WASTE" SWITCH is a new feature of the Connolly Roller Grill which makes it possible for the operator to keep some rollers hot and run the others cold, avoiding waste due to too much heating during slack periods. J. J. Connolly, Inc., manufacturer of the grill, developed switch so attention-catching rotation of stainless steel rollers and constant motion of frankfurters could continue undisturbed while only enough franks for immediate sale would be cooked. Grill is used in many chain stores.



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23 Ohio Packers to Face Meat 'Watering' Charges

Twenty-three Ohio meat packers face charges by the State Agriculture Department of adding more milk powder and cereal or more water to their lunchmeat than the state allows.

C. W. Van Schoik, acting director of the department and chief of its food and dairies division, would not name the packers until formal charges are made. He said the charges are based upon a two-month quiet checkup of 30 of Ohio's estimated 700 packers and slaughterers. Department inspectors bought samples in 11 cities scattered throughout the state and had them tested for meat content.

Of the 43 samples obtained, Van Schoik said, only 11 met state requirements. Ohio law allows 10 per cent water, but 25 samples showed from 10.2 to 34.1 per cent. The law permits only 3.4 per cent milk powder and cereal by weight, but 20 samples ranged from 4.3 per cent to 18.9 per cent in these ingredients. There were double violations in some cases, Van Schoik said, charging that consumers haven't been getting their money's worth since the added ingredients cost the packer less than meat.

Cleveland Inspection Fee Fight Goes to High Court

Fourteen slaughterhouses that sell meat in Cleveland have carried their fight against city inspection fees to the Ohio Supreme Court.

Hall Brothers and 13 other firms outside the city appealed from Cuyahoga County court decisions upholding city charges for inspection services "customarily rendered." They claimed the city and its health commissioner lacked authority to charge the fees.

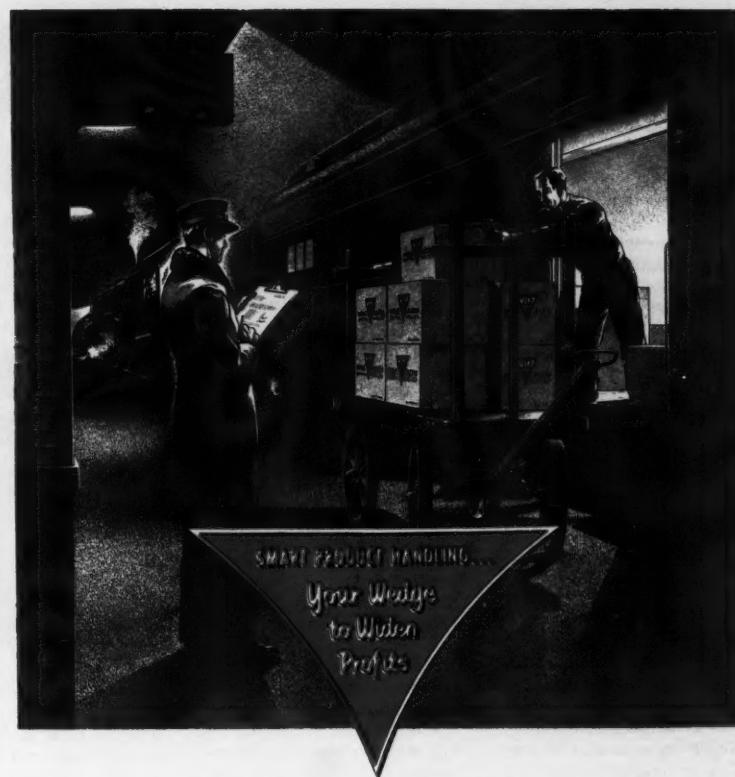
Common pleas and appellate courts held that Cleveland's codified city ordinance providing for the fees was a "valid exercise of the police power under the home rule provisions."

'C' Ration Improved

Beef and peas with gravy, chop suey with meat, and ham and potatoes are among the eight new food items to be contained in a new and improved version of the "C" ration, the Army's packaged meals for combat troops. The revised ration, developed by the Army Quartermaster Corps, will be packed in a flatter, more rectangular package for easier carrying.

Financial Notes

The board of directors of Wilson & Co., Inc., a Delaware corporation, has declared a dividend of \$1.0625 per share on its \$4.25 preferred stock for the period from January 1, 1954, to March 31, 1954, payable April 1, 1954, to stockholders of record at the close of business on March 15, 1954.



The Damage Prevented By Gaylord Boxes Is Clear Profit For You

When you comb your operations for places to cut costs, take a long look at damage claims. The actual claim is only the beginning—it sets off a chain reaction of confusion that cuts into what should have been your profit.

Many manufacturers are discovering the profit advantages of reducing damage claims through the extra protection of Gaylord boxes.

The Gaylord quality that assures you this added protection comes from new developments in tougher fibre board, stronger designs and precision accuracy in manufacture . . . all built into every Gaylord box to protect your profit, as well as your product.

For information and cooperation, phone your nearby Gaylord office.

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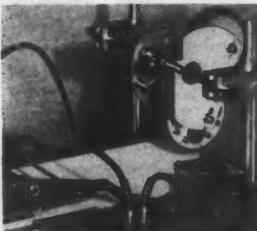
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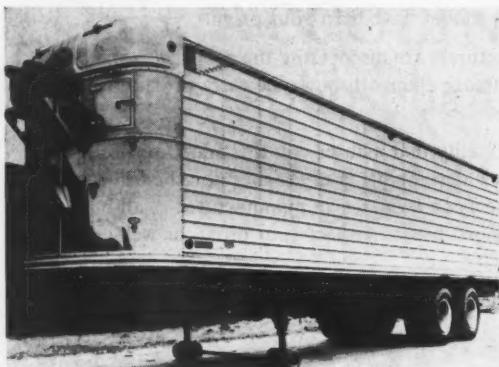
NEW EQUIPMENT and Supplies

SEALING UNIT DATES PACKAGES—Kiwi Code Dating equipment now is available on Great Lakes CS-17 Conveyor Sealers for meat packaging, either as



part of original equipment or as separate units for attachment. According to Great Lakes Stamp & Mfg. Co., Chicago, mounting brackets and coding assembly can readily be attached to the CS-17 Sealer without altering the sealer and without drilling, cutting or making structural changes. After installation, the coder will automatically code-date packages as they are sealed by the machine.

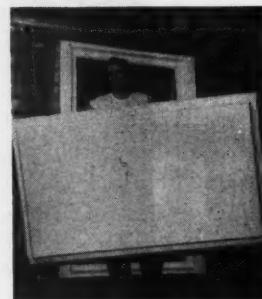
LIGHTWEIGHT TANDEM VANS—Dorsey Trailers, Elba, Ala., has introduced a new line of "Champion" vans with interesting new features. The 32-foot model shown here is equipped with ice bunker, engine, blower, ventilators, duct-type floor, roof hatches and side door and has a scale weight of only 9,500



lbs. The front end has a plastic roof cap which is lighter than steel and is said not to dent under sledge hammer blows. An unpainted section of the cap allows natural light to enter the front of the trailer. The vans combine stressed sheet side and X-bracing construction methods to increase strength while cutting excess weight. The new models are mounted on Dorsey-Reyco low-maintenance tandems. The tandem has only two grease fittings and four fully adjustable radius rods that pull and are said to assure alignment.

PLASTIC INSULATED TRUCK DOORS—Plastic doors that are said to permit close frame tolerances and not freeze shut have been developed for insulated trucks. The doors were designed by Weber Industries of Long Island City, N. Y. They are being made by Americana Enterprises of Stamford, Conn., from Fiberglas and Vibrin, a polyester resin produced by the Naugatuck Chemical division, United States Rubber Co. The doors are molded in a single, pan-like section, in contrast to the layers of wood and metal used in conventional doors. The pan is filled with insulation and faced with a sheet of aluminum on which hardware is attached. A large "walk-in" door weighs 55 lbs. or about 75 lbs. with hardware and aluminum attached. The low water absorption of reinforced plastic which prevents swelling or shrinking, permits the door and frame to be molded with 1/16 in.

clearance. This small tolerance minimizes moisture buildup around door edges and helps prevent ice accumulation. The smooth molded surface also prevents ice from gripping and freezing the door shut. It is said that the doors will not rot,



absorb odors, nor be damaged from steam cleaning. These doors are expected to cost from 5 to 10 per cent more than conventional doors, according to U. S. Rubber.

* * *

most conditions. The new antioxidant is expected to have special interest for the feed industry and other users of animal fats that are confronted with the problem of product stability.

NEW RETORT CONTROL SYSTEM: Enables the canner to match the controller to the process and to add any desired degree of automation. The system consists of the basic Foxboro controller, which may provide single control (temperature) or dual (temperature and pressure); and a subpanel to which units are added for any type or degree of retort control up to, and including, fully automatic. Subpanel units consist of a cook timer, a cool timer, a cook



* * *

NEW ANTIOXIDANT FOR RENDERERS—A food grade antioxidant designed especially for renderers of tallow, yellow grease, white grease and similar products, has been introduced by Eastman Chemical Products, Inc., Kingsport, Tenn. To be known as Tenox R, the new antioxidant is a combination of the food-grade Tenox BHA (butylated hydroxyanisole), citric acid and propylene glycol. To facilitate easy measuring and to insure good solubility in the fat itself, it is marketed in liquid form. The antioxidant may be applied in several ways: 1) It may be mixed with the charge as it is put in the rendering kettle and cooked with the charge, since it is quite stable; 2) It may be added to the kettle after the moisture has been vented from the charge; 3) It may be added to the fat after rendering is complete. The method of adding Tenox R will depend somewhat on the equipment used for the rendering operation. In general, one pound of Tenox R (one pint) per 2,000 lbs. of rendered fat is said to give satisfactory stability under

selector and an automatic venting unit. Adding a cook timer to the subpanel permits the operator to dial the desired cooking time, the timed period starting when retort temperature is up to its pre-set value and ending by automatically closing the steam valve. Adding a cool timer, in addition to the cook timer, makes the entire retort cycle (excluding venting on steam cooks) completely automatic for any one of the three basic types of cook. If it is desired to handle different types (steam cook, water cook, and steam cook with pressure cooling) from the same control system, a cook selector switch is added. Lights signal the progress of the cycle. The system was developed by the Foxboro Co., Foxboro, Mass.

* * *

See want ad pages for key plant men.

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(DIS) UNITED SAUSAGE MAKERS CONVENTION



Display Beef to Perfection in New Cooler

Prize cattle carcasses from the 24th Annual Michigan 4-H Livestock Show in Detroit grace the newly refurbished cooler of Joseph Regorrah, Detroit meat wholesaler specializing in choice and prime beef. Shown examining some of the choice steers (right), are E. C. Netherton, meat buyer, Big Bear Markets, Detroit, who purchased the prize animals, and Joseph Regorrah.

The modernization program installed a new overhead rail system, new insulation, new lighting and tile glazed walls. Regorrah feels the marked improvement given to the cooler through the refurbishing aids in maintaining his position in the Detroit market. Shown in cooler with some of the beef cuts (above), is Leonard Ritter, assistant to the president.



Court Rules OPA Violator Must Repay Subsidies, No Time Limit for U. S. Suit

A decision that seemingly could jeopardize subsidies paid to some meat packing companies during the life of the OPA has been handed down by the 5th Circuit Court of Appeals in New Orleans in the U. S. government's suit against Aaron Borin, doing business as the Wichita Packing Co., Dallas. (Borin's firm now is known as the Borin Packing Co.)

The government sued to recover subsidies paid to the company on the basis that the firm wilfully violated OPA regulations during that time. The company won the case in the U. S. District Court for the Northern district of Texas on the grounds that the statute of limitations with regard to fraud and deceit had run against the government's attempt to recover subsidies paid to the company.

The 5th Circuit Court of Appeals, however, reversed the decision of the lower court January 5 and held that the government is entitled to simple restitu-

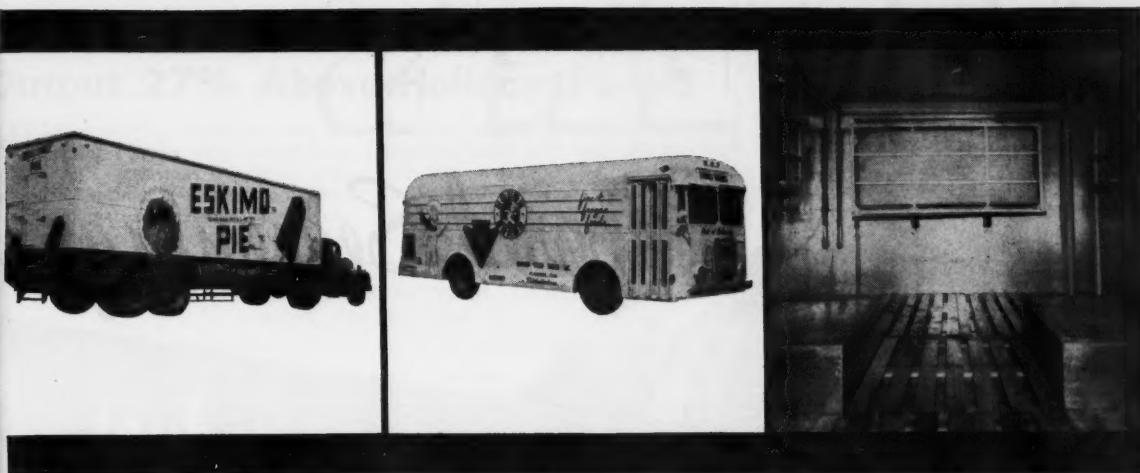
tion of approximately \$750,000 in subsidies received by the Wichita Packing Co. The higher court stated that no statute of limitations can cut off the government's right to such subsidies where it can be shown that the company wilfully violated the OPA regulations.

Double damages and additional penalties on each false claim, which had been sought by the government under the False Claim Act of 1863, were not allowed because the Court of Appeals held that the government must recognize the six-year statute of limitations of the False Claim Act.

Attorneys for Borin said they will ask for a rehearing and, if this is denied, they will ask the Supreme Court for a writ of certiorari in an effort to have the case reviewed by the Supreme Court.

Many reputable meat packing companies were forced to violate certain unworkable features of OPA regulations during 1943, 1944, 1945 and 1946.

• Long ago a confection made of hog bones and mercury was eaten by ladies to preserve their beauty.



REFRIGERATES AS IT GOES—This large Eskimo Pie Semi-Trailer is refrigerated to below freezing temperatures automatically through use of a Kold-Trux "Mobilmatic" Unit. Temperatures are thermostatically controlled.

BUS CONVERTED INTO REEFER—Frozen Food Sales Company converted this large passenger bus into a refrigerated delivery truck for a wholesale frozen food route. It is refrigerated with 5 Kold-Hold "Hold-Over" Truck Plates.

CAMBRIA PACKING COMPANY has found that Kold-Hold equipment is "100% effective, is simple to operate, and is not subject to failures or breakdowns." Kold-Hold Plates are used in 6 trucks, each traveling 7 hours a day.

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KOLD-HOLD® TRUCK REFRIGERATION has the "right combination!"



PREVIOUS DAY LOADING of milk has been made possible at Southern Dairies through use of Hold-Over Plates to keep truck bodies clean and cool. Plates are used both with mounted compressors and make-and-break assemblies.

Just as it takes the right combination to open a safe, it also takes the right combination of equipment to get the top dividends from truck refrigeration. That's why Kold-Hold gives you your choice of several different truck refrigeration combinations. In this way they can provide a method of refrigeration that is just right for your particular needs. They will help you select equipment from such highsides as the Kold-Trux "Mobilmatic" Unit, a mounted compressor, or make-and-break assemblies and from such lowsides as Kold-Hold "Hold-Over" Plates, Thin Plates, Serpentine Quick-Action Plates, or Blowers. Send the details of your problems to Kold-Hold today.

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Because there are so many ways to refrigerate a truck, it is important to get an engineered installation that is just right for your special requirements. Engineered installations are a free service of Kold-Hold. Write today for complete details.



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Full Week Of Production Raises Meat Output 27% Above Holiday Period

MEAT production under federal inspection for the week ended January 9, with operations free from holiday interruptions for the first time this year, increased sharply over output for the last holiday period, but for

slaughter ranged 27 per cent above the previous week and was 20 per cent more than a year earlier. Calf slaughter and output of veal were unusually large compared with recent years, while hog slaughter rose 24 per cent

ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION

Week ended January 9, 1954, with comparisons

	Beef Number Prod.	Veal Number Prod.	Pork (excl. lard) Number Prod.	Lamb and Mutton Number Prod.	Total Meat Prod.
Jan. 9, 1954	385	203.7	157	17.3	1,201
Jan. 2, 1954	306	161.9	100	10.8	972
Jan. 10, 1953	321	173.3	121	14.9	1,602

AVERAGE WEIGHTS (LBS.)

Week Ended	Cattle		Calves		Hogs		Sheep and Lambs		LARD		PROD. Per 100 lbs.
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed	100	100	
Jan. 9, 1954	985	529	200	110	246	137	100	48	14.2	42.0	
Jan. 2, 1954	985	529	195	105	240	134	99	47	14.2	33.0	
Jan. 10, 1953	906	540	222	123	245	136	100	47	14.7	57.8	

about the fifth straight week lagged behind production for the same period of the year before. Total output, as estimated by the U. S. Department of Agriculture, amounted to 400,000,000 lbs. for a 27 per cent increase over the 314,000,000 lbs. produced the week before, but fell 5 per cent under the 420,000,000 lbs. turned out in the same week of 1953.

Slaughter of cattle and beef production established a record high for corresponding January weeks. Cattle

above the previous week, but was 25 per cent under that of a year earlier.

Slaughter of cattle numbered 385,000 head compared with 306,000 the previous week and 321,000 a year earlier. Output of beef, consequently, rose sharply to 203,700,000 lbs. from 161,900,000 lbs. the week before and 173,200,000 lbs. a year ago.

Butchering of calves was raised to 157,000 head for a 50 per cent gain over the 100,000 killed the preceding week and was considerably more than

the 121,000 killed commercially in the same week of 1953. Production of veal rose to 17,300,000 lbs. from 10,800,000 lbs. the week before and 14,900,000 lbs. last year.

Hog slaughter, in a full week of operations, rose to 1,201,000 head from 972,000 the previous week, but remained well below the 1,602,000 butchered in the same week of 1953. Production of pork totaled 164,500,000 lbs. compared with 130,200,000 lbs. the week before and 217,800,000 lbs. a year ago. Output of lard amounted to 42,000,000 lbs. as against 33,000,000 lbs. the week before and 57,800,000 lbs. last year.

Slaughter of sheep and lambs numbered 306,000 head for a 28 per cent increase over the 236,000 killed the previous week and slightly more than the 300,000 head killed in the same week of 1953. Production of lamb and mutton for the three periods was 14,700,000, 11,100,000 and 14,200,000 lbs., respectively.

Record 1953 Beef Output; Total Meat Most Since War

Beef production last year in the United States soared to a new all-time record output of 12,279,000,000 lbs., according to a preliminary estimate by Chicago packer, livestock and marketing interests. Total production of meat, including farm slaughter, was placed at 24,625,000,000 lbs. However, due to the late slackening in cattle slaughter and a reduced hog population, total output fell short of establishing a new record, but was the biggest since the war. Total valuation of all meat animals butchered was estimated at \$8,979,679,000, or somewhat less than the \$9,406,892,000 in 1952.

The year's slaughter of all meat animals totaled a record 130,134,000 head compared with 129,090,000 in 1952 and 123,012,000 in 1951. Cattle slaughter rose from 18,668,000 head in 1952 to 24,315,000 in 1953, resulting in a 27 per cent increase in output of the meat over 1952. Calf slaughter at 12,024,000 head numbered about 20 per cent above the 9,408,000 butchered the year before. Hog slaughter, according to the estimate, dropped to 77,670,000 from 86,712,000 in 1952. Sheep and lamb kill rose from 14,302,000 in 1952 to 16,125,000 last year.

Danish Pork to Britain

Denmark and Britain recently concluded a contract under which the former is to ship about 13,000,000 lbs. of fresh pork to the latter during a three-month period beginning in December, the Foreign Agricultural Service has disclosed. The cost will approximate about \$4,300,000 in sterling. Prior to the new contract, which was the result of a Danish meat exhibit at the Smithfield show, imports of fresh pork into the kingdom from Denmark were prohibited since 1926.

LIGHT, MEDIUM HOGS GAIN, HEAVIES LOSE IN VALUE

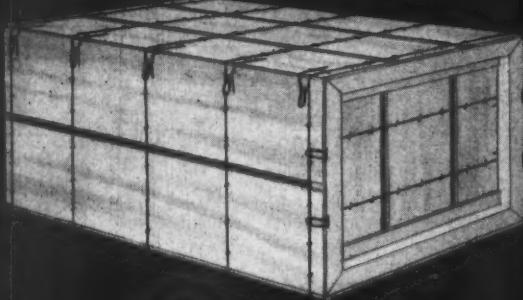
(Chicago costs and credits, first two days of week)

Rising prices on pork cuts from the two lighter weight hogs out-distanced higher prices paid for live animals as cutting margins on the two classes of swine improved decidedly, while the higher live costs on heavies pulled that cutting margin below last week.

This test is computed for illustrative purposes only. Each packer should figure his own test using actual costs, credits, yields and realizations. The values reported here are based on the available Chicago market figures for the first two days of the week.

180-220 lbs.			220-240 lbs.			240-270 lbs.		
Pet. Price live wt. per cwt.	Per lb. alive	Value yield	Pet. Price live wt. per cwt.	Per lb. alive	Value yield	Pet. Price live wt. per cwt.	Per lb. alive	Value yield
Skinned hams	12.8	\$58.9	7.42	\$10.62	12.9	57.7	\$7.44	\$10.26
Plenies	5.8	34.8	2.02	2.83	5.6	33.0	1.85	2.56
Boston butts	4.3	46.7	2.01	2.86	4.1	43.6	1.79	2.52
Loins (blade in)	10.2	52.0	5.31	7.59	9.9	50.7	5.02	7.04
Lean cuts		\$16.76		\$23.00		\$16.10		\$22.35
Bellies, S. P.	11.1	51.2	5.68	8.10	9.6	51.2	4.96	6.90
Bellies, D. S.					2.1	28.9	.61	.87
Fat backs					3.2	12.6	.40	.67
Jowls	1.7	19.7	.33	.40	1.7	19.7	.33	.49
Raw leaf	2.3	16.2	.37	.52	2.6	16.2	.36	.50
P. S. lard, rend.wt.	14.9	17.5	2.61	3.76	13.5	17.5	2.36	3.29
Fat cuts and lard		\$8.99	\$12.87		\$9.02	\$12.72		\$7.81
Spareribs	1.6	38.6	.62	.89	1.6	35.3	.56	.81
Regular trimmings	3.3	25.4	.84	1.19	3.1	25.4	.79	1.07
Ft. tails, neckbones	2.0	.25	.35	.20		.25	.35	.20
Oifal & miscel. . . . .		.65	.95		.65	.94		.65
TOTAL YIELD & VALUE	70.0	\$28.11	\$40.15	71.5	\$27.37	\$38.27	72.0	\$25.39
	Per cwt.	Per lb. alive	Value yield		Per cwt.	Per lb. alive		Per cwt.
Cost of hogs	\$26.19	Per cwt.	\$26.00	Per cwt.	\$25.34	Per cwt.		
Condemnation loss . . . . .	.12	fin.	.12	fin.	.12	fin.		
Handling and overhead	1.48	yield	1.30	yield	1.19	yield		
TOTAL COST PER CWT	\$27.70		\$30.70		\$27.42		\$38.35	
TOTAL VALUE	28.11		40.15		27.37		38.27	
Cutting margin	+\$.32		+\$.45		-\$.05		-\$.08	
Margin last week	+\$.14		+\$.22		-\$.19		-\$.12	

here's 5-point Proof



...that General All-Bounds
meet your
meat packing problems

1. They are easy to pack and unpack
2. Meats get faster refrigeration
3. Over-pack 5% to 10% more products
4. All-Bounds are easy to palletize and have high stacking strength
5. Cleated ends provide sure grip, and they are easy to handle

SEND FOR FREE BOOKLET

Write today for your copy of "The General Box." It's full of facts on the better packing of many products.



General

BOX COMPANY

GENERAL OFFICES: 1871 MINER STREET
DES PLAINES, ILLINOIS

FACTORIES: Cincinnati, Denville, N. J., Detroit, East St. Louis, Kansas City, Louisville, Milwaukee, Prescott, Ark.; Sheboygan, Winchendon, Mass. General Box Company of Mississippi, Meridian, Miss. Continental Box Company, Inc., Houston.



Now you can repair broken cement floors, large cracks and ruts, crumbled areas quickly and inexpensively with Cleve-O-Cement. Nothing else like it! A compound of special chemical ingredients . . . not an asphalt composition. Handles like mortar mix. Easy to apply. A one inch layer of Cleve-O-Cement gives strength equal to 6 inch cement. Dries overnight to flint hardness . . . ready for heavy traffic next morning. Waterproof, crackproof. Unaffected by heat, cold, live steam, lubricants, most acids. Developed especially for dairies, laundries, packing and bottling plants or wherever damp, cold floors exist. Packed in 160#, 300# and 450# drums. Just mix with water.

Write for descriptive folder.

The MIDLAND PAINT & VARNISH CO.
3808 E. 91st STREET • CLEVELAND 5, OHIO

How to analyze foods...
and interpret your findings

"Food Analysis"

By A. G. WOODMAN

(Mass. Institute of Technology)

Illustrated \$7.00

This book gives you a well-balanced training in methods of food analysis for the detection of adulteration. Typical foods illustrate methods of attack and analysis. Bearing out the author's belief that exercise of judgment and training of sense of discrimination are the principal benefits to be gained from a critical balancing of data obtained in a food analysis, the book gives almost equal emphasis to interpretation of results as to processes. Much information added to this edition on alcoholic beverages, sugar methods for foods affected by addition of dextrose on a par with cane sugar, new permitted dyes, including oil-soluble colors, etc.

COVERS	LATEST METHODS FOR ANALYZING:
Food Colors	● Food Colors
Chemical Preservatives	● Chemical Preservatives
Milk, Cream and Ice Cream	● Milk, Cream and Ice Cream
Butter, Margarine and Oils	● Butter, Margarine and Oils
Olive Oil	● Olive Oil
Butter	● Butter
Carbohydrate Foods	● Carbohydrate Foods
Maple Syrup	● Maple Syrup
Honey	● Honey
Cocoa and Chocolate	● Cocoa and Chocolate
Sugar	● Sugar
Pepper	● Pepper
Cassia and Cinnamon	● Cassia and Cinnamon
Cloves	● Cloves
Mustard	● Mustard
Cider, Vinegar	● Cider, Vinegar
Extract of Vanilla	● Extract of Vanilla
Lemon Extract	● Lemon Extract
Extract of Ginger	● Extract of Ginger
Wine	● Wine
Whisky	● Whisky

Order from

THE NATIONAL PROVISIONER

15 W. Huron St. • Chicago 10, Illinois

MEAT and SUPPLIES PRICES

CHICAGO

WHOLESALE FRESH MEATS CARCASS BEEF

Native steers	Jan. 12, 1954
Prime, 600/800	.43 @43½
Choice, 500/700	.40½ @41
Choice, 700/800	.40½
Good, 700/800	.36½ @37
Commercial cows	.26 @26½
Can. & cut. cows	.23 @23½
Bulls	.26½

STEER BEEF CUTS

Hindquarter	.55.0 @57.0
Forequarter	.34.0 @35.0
Round	.46.0 @49.0
Trimmed full loin	.88.0 @91.0
Regular chuck	.36.0 @38.0
Foreshank	.17.0 @18.0
Brisket	.33.0 @35.0
Rib	.63.0 @65.0
Short plate	.11.0 @14.0
Flanks (rough)	.11.0 @12.0

Choice:

Hindquarter	.48.0 @51.0
Forequarter	.32.0 @33.0
Round	.46.0 @49.0
Trimmed full loin	.65.0 @70.0
Regular chuck	.36.0 @38.0
Foreshank	.17.0 @18.0
Brisket	.33.0 @35.0
Rib	.53.0 @56.0
Short plate	.11.0 @14.0
Flanks (rough)	.11.0 @12.0

COW & BULL TENDERLOINS

3/dn. range cows	.50 @.55
3/4 range cows	.55 @.60
4/5 range cows	.60 @.65
5/up range cows	.80
Bulls, 5/up	.80

BEEF HAM SETS

Knuckles	43½
Hamlets	43½
Outsides	39½

BEEF PRODUCTS

Tongues, No. 1	.31 @35
Hearts, regular	.10 @10½
Livers, selected	.27½ @28½
Livers, regular	.16½ @17½
Tripe, scalded	.4½
Tripe, cooked	.5½ @ 6
Lips, scalded	.8½ @ 9
Lips, unscalded	.6 @ 8
Lungs	.6½ @ 7
Melts	.6½
Udders	.5½

FANCY MEATS

(l.c.l. prices)	
Beef tongues, corned	.35 @38
Veal breads, under 12 oz.	.38 @42
12 oz. up	.75 @80
Calf tongues, 1/down	.21 @28
Ox tails, under ¾ lb.	.12 @15
Over ¾ lb.	.15 @18

WHOLESALE SMOKED MEATS

Hams, skinned, 14/16 lbs., wrapped	.58 @66
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	.61 @69
Hams, skinned, 16/18 lbs., wrapped	.58 @65½
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	.61 @68
Bacon, fancy, trimmed, brisket off, 8/10 lbs., wrapped	.62 @69
Bacon, fancy square cut, seedless, 12/14½ lbs., wrapped	.56 @65
Bacon, No. 1 sliced, 1-lb., open-faced layers	.68 @74

VEAL—SKIN OFF

Carcass (l.c.l. prices)	
Prime, 80/110	\$16.00 @49.00
Prime, 110/150	46.00 @47.00
Choice, 80/110	45.00 @48.00
Choice, 110/150	42.00 @45.00
Good, 50/80	35.00 @42.00
Good, 80/110	42.00 @44.00
Good, 110/150	41.00 @43.00
Commercial, all wts.	.20.00 @35.00

CARCASS MUTTON

(l.c.l. prices)	
Choice, 70/down	None quoted
Good, 70/down	None quoted
Utility, 70/down	None quoted

CARCASS LAMB

(l.c.l. prices)

Prime, 40/50	.45.00 @47.00
Prime, 50/60	.44.00 @45.00
Choice, 40/50	.44.00 @46.00
Choice, 50/60	.43.00 @45.00
Good, all weights	.41.00 @43.00

SAUSAGE MATERIALS— FRESH

Pork trim, reg. 40% bbds.	.26 @27
Pork trim, guar. 50% lean, bbds.	.29 @29½
Pork trim, 80% lean, bbds.	.48 @49
Pork trim, 95% lean, bbds.	.54
Pork cheek meat, trmd., bbds.	.34½
Bull meat, bon's, bbds.	.37
C. C. cow meat, bbds.	.32½
Bone trimmings, 75/85%, bbds.	.23
Bon's extra backs, bbds.	.32½ @33
Beef cheek meat, trmd., bbds.	.27½

FRESH PORK AND PORK PRODUCTS

(l.c.l. prices)

Hams, skinned, 10/14	.58½ @59
Hams, skinned, 14/16	.57½ @58
Pork loins, regular	.34½
12/down, 100's	.55
Pork loin, boneless, 100's	.68
Shoulders, under 16 lbs.	.10½
100's	.41
Picnics, 4/8 lbs., loose	.36½
Picnics, 6/8 lbs., loose	.34½
Pork livers	.18
Boston butts, 4/8 lbs.	.49 @51
Tenderloins, fresh, 10's	.78 @80
Neck bones, bbds.	.15 @16
Brains, 10's	.16
Ears, 30's	.16
Snoots, lean in, 100's	.15 @16
Feet, s.c., 30's	.11 @12

SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers
of sausage)

Beef casings:	
Domestic, rounds, 1½ to 2½ in.	.50 @ 65
Domestic, rounds, over 2½ in.	.80 @ 11.0
Export, rounds, wide, over 1½ in.	.140 @ 1.65
Export, rounds, medium, 1½ to 2½ in.	.140 @ 1.65
Export, rounds, narrow, 1½ in. under	.75 @ 1.25
No. 1 weas., 24 in. up	.12 @ 14
No. 1 weas., 22 in. up	.9 @ 12
No. 2 weasands	.7 @ 10
Middles, sew., 1½ to 2 in.	.85 @ 1.25
Middles, select, wide, 2½ to 3½ in.	.150 @ 1.75
Middles, extra select, 2½ to 3½ in.	.200 @ 2.50
Middles, extra select, 2½ in. & up	.270 @ 3.30
Beef bungs, exp., No. 1	.21 @ 29
Beef bungs, domestic	.18 @ 24
Dried or salt, bladders, piece:	
8-10 in. wide, flat	.5 @ 9
10-12 in. wide, flat	.8 @ 12
12-15 in. wide, flat	.17 @ 23
Extra narrow, 29 mm. & dn.	.370 @ 4.25
Narrow, mediums,	.365 @ 4.25
Medium, 32½ mm.	.270 @ 3.10
Special, 38@38 mm.	.175 @ 2.00
Export bungs, 34 in. cut	.35 @ 42
Large prime bungs:	
34 in. cut	.24 @ 34
Medium prime bungs,	
34 in. cut	.18 @ 26
Small prime bungs	.10 @ 17
Middles, per lbs., can. off.	.50 @ 70
Sheep cas. (per hank):	
26/28 mm.	.355 @ 4.50
24/26 mm.	.406 @ 4.50
22/24 mm.	.390 @ 4.25
20/22 mm.	.370 @ 4.25
18/20 mm.	.355 @ 4.25
16/18 mm.	.306 @ 3.75

DRY SAUSAGE

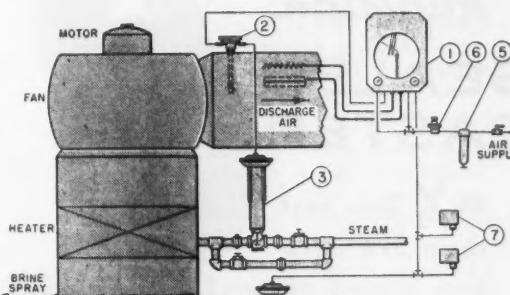
(l.c.l. prices)

Cervelat, ch. hog bungs	.87 @ 90
Thuringer	.42 @ 46
Farmer	.70 @ 74
Holsteiner	.73 @ 77
B. C. Salami	.80 @ 87
Genoa style salami, ch.	.100 @ 1.02
Pepperoni	.72 @ 76

How cold is CORRECT?

IN your meat packing and storage rooms, *correct* temperatures are vital. The maintenance of that temperature constantly has a great bearing on the marketability of your product and profitable operation. The Taylor control system shown below will not only do this, it will also maintain the right humidity. Result—you save money on shrinkage losses and operating costs. In this system a Taylor Recording Wet and Dry Bulb Temperature Controller operates valves in the brine or ammonia inlet lines and a humidifying valve in the steam line. It gives you a permanent record of both the room temperature and humidity.

For information about this and many other Taylor control systems designed for the meat packing industry, write for Catalog 500MP—or call your Taylor Field Engineer. Taylor Instrument Companies, Rochester, N.Y., or Toronto, Canada.



Taylor Instruments
MEAN ACCURACY FIRST



Ups beef flavor!

More "beefiness" for "beef" products? Then do as leading makers of bouillon cubes and gravy bases do—add more rich braised beef goodness with Huron HVP. This natural product made from wheat gives—and extends—beef flavor to any prepared or processed food product. Comes in a number of forms to meet any manufacturing need. Huron's Technical Service will gladly help you use HVP to your sales advantage. Huron Milling Co., 9 Park Place, New York City 7.

HURON HVP

HYDROLYZED VEGETABLE PROTEINS

The flavor of meat from wheat

NEW!
Rapistan®
**SEALED
CASTER**

at $\frac{1}{3}$ less cost
than ordinary
non-sealed casters!



5200 Series Rapistan Sealed Caster with 6" Sealed M8 Demountable Wheel.

Now, for the first time, this revolutionary Rapistan development gives you a heavy-duty cold-forged sealed caster at $\frac{1}{3}$ less cost than ordinary leading non-sealed casters! Save in longer caster life, improved performance, lower maintenance. Dirt, acids, alkalis, brines, other chemicals are sealed out of coin-hardened raceways. Ask your Rapistan distributor to show you the comparative service chart, or write direct.



YOURS FREE! Write for handbook describing Rapistan casters including new 5200 Series.

The RAPIDS-STANDARD COMPANY, Inc.
285 Rapistan Building • Grand Rapids 2, Michigan

**Rapistan® FASTEST GROWING
NAME IN CASTERS**

DOMESTIC SAUSAGE

(L.C.L. prices)

Pork sausage, hog casings	49½
Pork sausage, sheep cas.	.58 @59
Frankfurters, sheep cas.	.49½ @51
Frankfurters, skinless	.39½ @42½
Bologna (ring)	.37½ @44
Bologna, artificial cas.	.33½ @35½
Smoked Liver, hog bungs	.40 @44½
New Eng. lunch. spec.	.67 @72
Souse	.34
Polish sausage, smoked	.48 @60
Pickle & Pimiento loaf	.34½ @41½
Olive loaf	.35½ @44½
Pepper loaf	.42 @58½
Smokie snacks	.51½
Smokie links	.63½

SEEDS AND HERBS

(L.C.L. prices)

	Whole	Ground
Caraway seed	18	23
Cominos seed	26	30
Mustard seed, fancy	23	..
Yellow American	17	..
Oregano	45	52
Coriander, Morocco, Natural No. 1	15	19
Morjoram, French	40	47
Sage, Dalmatian, No. 1	60	68

CURING MATERIALS

Cwt.

SPICES

(Basis Chgo., orig. bbls., bags, bales)

Whole Ground

Allspice, prime	45	52
Refined	48	55
Chili Powder	..	47
Chili Pepper	..	47
Cloves, Zanzibar	1.05	1.12
Ginger, Jam, unbl.	27	32
Ginger, African	27	32
Mace, fancy, Bands		
West Indies	..	1.37
East Indies	..	1.42
Mustard flour, fancy	..	37
No. 1	..	33
West India Nutmeg	..	49
Paprika, Spanish	..	51
Pepper, Cayenne	..	54
Red, No. 1	..	53
Pepper, Packers	1.22	1.62
Malabar	1.22	1.32
Black Lampung	1.22	1.32

PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass)

Los Angeles

San Francisco

No. Portland

Jan. 12

Jan. 12

STERE:

Choice:

500-600 lbs. \$41.00 @42.00

600-700 lbs. 40.00 @41.00

Good:

500-600 lbs. 37.00 @39.00

600-700 lbs. 35.00 @38.00

Commercial:

350-500 lbs. 33.00 @36.00

Jan. 12

Jan. 12

Jan. 12

COW:

Commercial, all wts.

27.00 @30.00

28.00 @32.00

26.00 @31.00

Utility, all wts. 25.00 @28.00

25.00 @28.00

25.00 @28.00

FRESH CALF: (Skin-Off)

(Skin-Off)

(Skin-Off)

FRESH LAMB (Carcass): (Skin-Off)

Choice:

40-50 lbs. 44.00 @46.00

50-60 lbs. 43.00 @45.00

Good:

200 lbs. down 36.00 @39.00

40.00 @42.00

38.00 @40.00

None quoted

None quoted

11.00 @16.00

Good, 70 lbs. down None quoted

None quoted

11.00 @16.00

FRESH PORK CARCASSES (Packer Style) (Shipper Style) (Shipper Style)

80-120 lbs. None quoted 41.00 @43.00 None quoted

120-160 lbs. 42.00 @43.00 39.00 @41.00 38.50 @40.50

LOINS:

8-10 lbs.

56.00 @63.00

60.00 @64.00

60.00 @65.00

10-12 lbs.

56.00 @63.00

58.00 @62.00

59.00 @63.00

12-16 lbs.

56.00 @63.00

54.00 @60.00

58.00 @63.00

FRESH PORK CUTS No. 1: (Smoked) (Smoked) (Smoked)

4-8 lbs.

42.00 @46.00

40.00 @42.00

42.00 @45.00

HAMS, Skinned:

12-16 lbs. 66.00 @69.00

68.00 @72.00

65.00 @70.50

16-18 lbs.

65.00 @70.00

65.00 @70.00

64.00 @69.00

BACON, "Dry Cure" No. 1:

6-8 lbs. 65.00 @70.00

68.00 @74.00

67.00 @73.00

8-10 lbs.

61.00 @67.00

60.00 @72.00

65.00 @70.00

10-12 lbs.

59.00 @66.00

60.00 @65.00

62.00 @65.00

LARD, Refined:

1-lb. cartons 22.50 @24.50

23.00 @26.00

22.00 @25.00

50-lb. cartons and cans.... 22.00 @28.50

20.00 @23.00

None quoted

Tierces 20.75 @22.50

20.00 @22.00

21.00 @23.50

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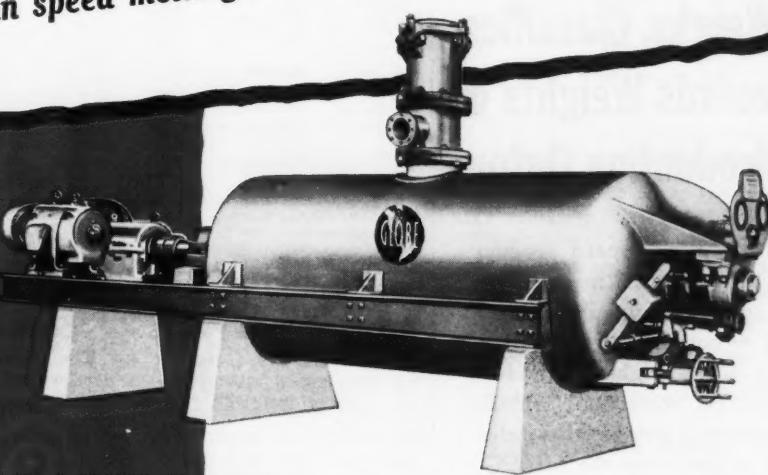
SEE HOW A

GLOBE DRY RENDERING COOKER

with the Exclusive "Safety Discharge Door"*

can speed melting or cooking operations in your plant!

* Patented



View showing
discharge door
with "Safety
Discharge Door"
open.



- The "Safety Discharge Door" is an exclusive feature of the Globe Heavy-Duty Dry Rendering Cooker. It provides a one man control and because it is hinged at the top, it can be "cracked" open to a self-locking limiting point, thus preventing door from flying open accidentally when unloading the cooker, and burning operators with hot grease.
- The heavier V-type agitator paddle blades are of cast steel, mounted on a $5\frac{1}{2}$ " **SQUARE** shaft of high carbon steel to prevent paddles from loosening, give a "plowing action" for better agitation, so the product is thus agitated from both sides of the cooker. Paddles can be adjusted to clear shell by $\frac{1}{8}$ ".
- Globe's famous "Flowing Drive" heavy-duty power unit uses standard motors and reducers, which can be easily and quickly replaced locally. No need to hold up production for far-away factory maintenance. Roller chain or V-belt drive optional.

These are but a few of the superior advantages a Globe Dry Rendering Cooker can bring you. Globe Dry Rendering equipment, including cookers and presses, are quality made for years of hard service. Ask your Globe salesman for more details, or write to us direct.

The GLOBE Company

4000 S. Princeton, Chicago 9, Illinois

39 YEARS SERVING THE MEAT PACKING INDUSTRY WITH EXPERTLY DESIGNED EQUIPMENT

MARKET PRICES

NEW YORK

WHOLESALE FRESH MEATS CARCASS BEEF

Jan. 12, 1954

	Per Cwt.	Western
Prime, 800 lbs./down.	\$44.00@46.00	Pork loins, 8/12 \$56.00@60.00
Prime, 800/900	42.00@44.00	Pork loins, 12/16 56.00@58.00
Choice, 800 lbs./down	41.00@45.00	Hams, sknd., 14/down. 58.00@60.00
Choice, 800/900	40.00@42.00	Boston butts, 4/8 52.00@55.00
Good, 500/700	36.00@38.00	Spareribs, 3/down 45.00@48.00
Steer, commercial	30.00@32.00	Pork trim., regular 25.00
Cow, commercial	28.00@30.00	Pork trim., spec. 80% 45.00
Cow, utility	24.00@27.00	

BEEF CUTS

Prime: City

Hindquarters, 600/800.	54.00@ 60.00
Hindquarters, 800/900.	53.00@ 54.00
Rounds, no flank	51.00@ 53.00
Rounds, Diamond bone, no flank	52.00@ 54.00
Short loins, untrin.	78.00@ 90.00
Short loins, trim	105.00@115.00
Flanks	13.00@ 14.00
Ribs (7 bone cut)	62.00@ 67.00
Arm chucks	40.00@ 42.00
Briskets	34.00@ 35.00
Plates	16.00@ 18.00
Forequarters (Kosher)	45.00@ 47.00
Arm chucks (Kosher)	49.00@ 50.00
Briskets (Kosher)	37.00@ 38.00

Choice:

Hindquarters, 600/800.	52.00@ 57.00
Hindquarters, 800/900.	51.00@ 53.00
Rounds, no flank	49.00@ 50.00
Rounds, Diamond, bone, no flank	50.00@ 51.00
Short loins, untrin.	80.00@ 75.00
Short loins, trim	90.00@ 85.00
Flanks	13.00@ 14.00
Ribs (7 bone cut)	55.00@ 62.00
Arm chucks	37.00@ 40.00
Briskets	34.00@ 35.00
Plates	16.00@ 18.00
Forequarters (Kosher)	40.00@ 44.00
Arm chucks (Kosher)	43.00@ 48.00
Briskets (Kosher)	35.00@ 36.00

FANCY MEATS

(i.e.l. prices)

Cwt.

Veal breads, under 6 oz.	\$35.00@36.00
6 to 12 oz.	40.00
12 oz. up	80.00
Beef kidneys	12.00
Beef livers, selected	34.00@36.00
Oxtails, over 1/2 lb.	14.00@15.00

LAMBS

(i.e.l. prices)

City

Prime, 30/40	\$44.00@48.00
Prime, 40/45	48.00@52.00
Prime, 45/55	45.00@46.00
Choice, 30/40	42.00@47.00
Choice, 40/45	43.00@46.50
Choice, 45/55	44.00@42.00
Good, 30/40	42.00@44.00
Good, 40/45	43.00@45.00
Good, 45/55	41.00@43.00
None quoted	

FRESH PORK CUTS

(i.e.l. prices)

Western

Pork loins, 8/12	..... \$56.00@60.00
Pork loins, 12/16	..... 56.00@58.00
Hams, sknd., 14/down	58.00@60.00
Boston butts, 4/8	52.00@55.00
Spareribs, 3/down	45.00@48.00
Pork trim., regular	25.00
Pork trim., spec. 80%	45.00

City

Hams, sknd., 14/down	..... \$61.00@64.00
Pork loins, 8/12	..... 60.00@61.00
Pork loins, 12/16	..... 58.00@60.00
Picnics, 4/8	38.00@40.00
Boston butts, 4/8 lbs.	52.00@56.00
Spareribs, 3/down	45.00@49.00

VEAL—SKIN OFF

(i.e.l. prices)

Western

Prime, 80/110	..... \$30.00@33.00
Prime, 110/150	..... 46.00@52.00
Choice, 50/80	..... 42.00@45.00
Choice, 80/110	..... 44.00@48.00
Ghoice, 110/150	..... 42.00@45.00
Good, 50/80	..... 33.00@36.00
Good, 80/110	..... 38.00@43.00
Good, 110/150	..... 36.00@39.00
Commercial, all wts.	..... 27.00@32.00

DRESSED HOGS

(i.e.l. prices)

Western

100 to 112 lbs.	..... \$41.50@43.50
113 to 125 lbs.	..... 41.50@43.50
126 to 138 lbs.	..... 41.50@43.50
139 to 150 lbs.	..... 41.50@43.50

BUTCHERS' FAT

Shop fat	..... 1 1/4 c. lb.
Breast fat	..... 2 c. lb.
Inedible suet	..... 2 c. lb.
Edible suet	..... 2 1/4 c. lb.

LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, Jan. 13, were reported as follows:

CATTLE:

Steers, ch. & prime	..... \$26.00@27.50
Steers, good & ch.	..... 19.50@22.50
Heifers, choice & pr.	..... 23.00@25.50
Heifers, choice	..... 18.00@22.50
Cows, ch. & com'l.	..... 11.00@12.00
Cows, com'l.	..... 9.00@10.50
Bulls, good	..... 10.00@11.50
Bulls, util. & com'l.	..... 12.00@15.00
Bulls, can. & cut	..... 8.50@10.50

HOGS:

Good, ch.	..... 190/220. \$25.25@25.75
Good, ch.	..... 200/240. 25.25@25.75
Good, ch.	..... 240/270. 24.25@25.25
Good, ch.	..... 270/300. 23.75@24.50
Good, 400/500	..... 20.00@22.00

LAMB:

Choice & prime	..... \$20.00@20.50
Good & choice	..... 18.00 only

10 Good Reasons

for Using

CAINCO

Albulac*

- Binds Low Protein Meats!

- Solidifies Under Heat!

- Holds Shrinkage to a Minimum!

- Improves Shelf Life!

- Minimizes Jelly Pockets!

- Stabilizes Water and Fat!

- Increases Yield!

- Improves Sausage Texture!

- Supplements Natural Albumen!

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CAINCO ALBULAC IS A HIGH ALBUMEN . . . EXCEPTIONALLY ADHESIVE . . . SPRAY DRIED . . . PURE MILK PRODUCT!

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Seasonings and Sausage Manufacturers Specialties

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ADELMANN

The choice of discriminating packers all over the world.

Available in Cast Aluminum and Stainless Steel. The most complete line offered. Ask for booklet "The Modern Method."

HAM BOILER CORPORATION

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HYDRO VAT DUMPER

Eliminates Manual Handling of Product!

Now empty 25 vats per hour. Hams, bellies, squares, picnics and other product handled in containers can be dumped!

Electric solenoid operated valves. Push button control! Powered by air-cooled motor with hydraulic pump and reservoir fully enclosed. Ram-type hydraulic cylinder.

Write for full particulars.

MATERIALS TRANSPORTATION CO.

400 N. MICHIGAN AVENUE

CHICAGO 11, ILLINOIS

BY-PRODUCTS....FATS AND OILS

TALLOWS AND GREASES

Wednesday, January 12, 1954

The market for both tallow and grease was strong as the week opened but trading was spotty.

The price structure in the inedible fats market advanced on Thursday of last week, with sales reported $\frac{1}{4}$ c to $\frac{1}{2}$ c higher. A few tanks of special tallow traded at $6\frac{1}{4}$ c and $6\frac{1}{2}$ c, c.a.f. Chicago. Another tank sold at $6\frac{1}{2}$ c, c.a.f. Chicago. Regular production bleachable fancy tallow sold early at $7\frac{1}{2}$ c, c.a.f. East. Several tanks of No. 2 tallow traded at 6c, c.a.f. East and c.a.f. New Orleans. A few tanks of bleachable fancy tallow sold at $6\frac{1}{4}$ c and 7c, c.a.f. Chicago. Prime tallow traded at $6\frac{1}{2}$ c, Chicago, with rumored movement later at $6\frac{1}{4}$ c. A few tanks of B-white grease sold at $6\frac{1}{4}$ c, and a couple of tanks of yellow grease sold at 5c, all c.a.f. Chicago.

The market continued strong on Friday, particularly on the lower grades. Several tanks of special tallow sold at $6\frac{1}{2}$ c and B-white grease at $6\frac{1}{4}$ c, all c.a.f. Chicago. Yellow grease sold at $6\frac{1}{2}$ c, c.a.f. East. A couple of tanks of low acid yellow grease traded at 6c, c.a.f. Chicago, with other bids of 5c on regular production. Few tanks of original fancy tallow traded at 8c, c.a.f. East. A tank of No. 1 tallow traded at $6\frac{1}{4}$ c Chicago basis. Two tanks of all hog choice white grease sold at $10\frac{1}{2}$ c, c.a.f. East, and a couple tanks of hard body bleachable fancy tallow sold at $7\frac{1}{4}$ c, also c.a.f. East.

Tallows and greases maintained a strong position on Monday. A few tanks of bleachable fancy tallow sold at $7\frac{1}{4}$ c, c.a.f. East, with additional offerings priced at 8c. All hog choice white grease was offered at $10\frac{1}{2}$ c delivered East, but no trading was heard. B-white grease was bid at $6\frac{1}{4}$ c, with some buyers indicating $6\frac{1}{2}$ c in an attempt to bring out material. Special tallow was also bid at $6\frac{1}{2}$ c. A few tanks of edible tallow sold at 7c

BY-PRODUCTS MARKETS

Blood

Wednesday, Jan. 13, 1954

Unground, per unit of ammonia	Unit
(bulk)	Ammonia

Digester Feed Tankage Material	
Wet rendered, unground, loose,	Low test
High test	*7.50@7.75m
Liquid stick tank cars	*7.75@8.00m
	*3.75@4.00

Packinghouse Feeds

Carlots,	per ton
50% meat and bone scraps, bagged	\$87.50@92.50
50% meat and bone scraps, bulk	\$5.00@ 9.00
55% meat scraps, bulk	\$5.00@100.00
60% digester tankage, bulk	\$2.50@ 95.00
80% blood meal, bagged	14.00
60% digester tankage, bagged	\$5.00@100.00
70% standard steamed bone meal, bagged (spec. prep.)	65.00
60% steamed bone meal, bagged	\$5.00@ 60.00

Fertilizer Materials

High grade tankage, ground, per unit	Per unit
ammonia	\$5.50@5.75m
Hoof meal, per unit ammonia	6.00

Dry Rendered Tankage

Low test	Per unit Protein
High test	*1.50@1.55n

Gelatine and Glue Stocks

Calf trimmings (limed)	Per cwt.
Hide trimmings (green salted)	*\$1.50@1.75
Cattle jaws, skulls and knuckles, per ton	\$8.00@10.00
Pig skin scrapes and trimmings, per lb.	\$5.00@60.00
	6% @ 7

Animal Hair

Winter coil dried, per ton	*115.00@120.00
Summer coil dried, per ton	40.00@ 50.00
Cattle switches, per piece	5% @ 7
Winter processed, gray, lb.	14 @ 15
Summer processed, gray, lb.	6 @ 7
	—nominal, n—asked.
	*Quoted delivered basis.

and 8c, f.o.b. shipping points.

There was little change Tuesday in respect to trading and price structure and several tanks of bleachable fancy tallow sold again at $7\frac{1}{4}$ c, c.a.f. East. Other movement was lacking, as both buyers and sellers held firm in their ideas as to bids and offering levels. Some buyers, however, indicated higher bids in an effort to bring out material. It was understood all hog choice white grease was offered as high as 11c in the East, but bids were scarce

VEGETABLE OILS

Wednesday, January 12, 1954

Sales of most vegetable oils were sketchy at the beginning of the week, with only minor price adjustments posted.

On Friday of last week a good volume of peanut oil (reportedly 20 tanks), sold at 17c, the majority for export.

Sales of soybean oil were accomplished on Monday of this week at prices generally unchanged from the previous week's close. Refiners were the principal buyers, except for the deferred positions. January shipment sold at $12\frac{1}{4}$ c and first-half February shipment reportedly sold at that level. February shipment alone was bid at 12c, but no trading was heard. March shipment sold at 12c and April through June was reported to have sold at $11\frac{1}{4}$ c.

Cottonseed oil traded in the Valley at $12\frac{1}{4}$ c for January and February shipments. Movement in the Southeast was encountered at lower levels, with sales at favorable locations at $12\frac{1}{4}$ c. In Texas, $12\frac{1}{4}$ c was paid at common points with offerings priced at 12c at distant points, but untraded. Corn oil sold steady at $13\frac{1}{4}$ c in the Midwest. Peanut oil was pegged at $16\frac{1}{4}$ c on a nominal basis. Coconut oil was held at 16c for spot shipment, at $15\frac{1}{4}$ c to $15\frac{1}{2}$ c for first-half February ship-

and held at considerably lower levels.

The market at midweek was generally quiet, with some sources reporting an easier undertone. According to reports, offerings were more plentiful but buyers were hesitant to reach for material at offering levels. Buying interest had practically diminished in the East, with choice white grease, all hog, offered as low as 10c, without takers. The only trading heard here early was a couple of tanks of not all hog choice white grease at $8\frac{1}{2}$ c.

"STRING-A-WAY" does it mechanically



De-strings 900 pounds of linked sausage in an hour without "whipping" by hand.

**SAVES LABOR —
SAVES TIME —
SAVES MONEY.**

Easy to operate.
Details on request.

THE E. KAHN'S SONS CO.

CINCINNATI 25, OHIO

Kirby 4000

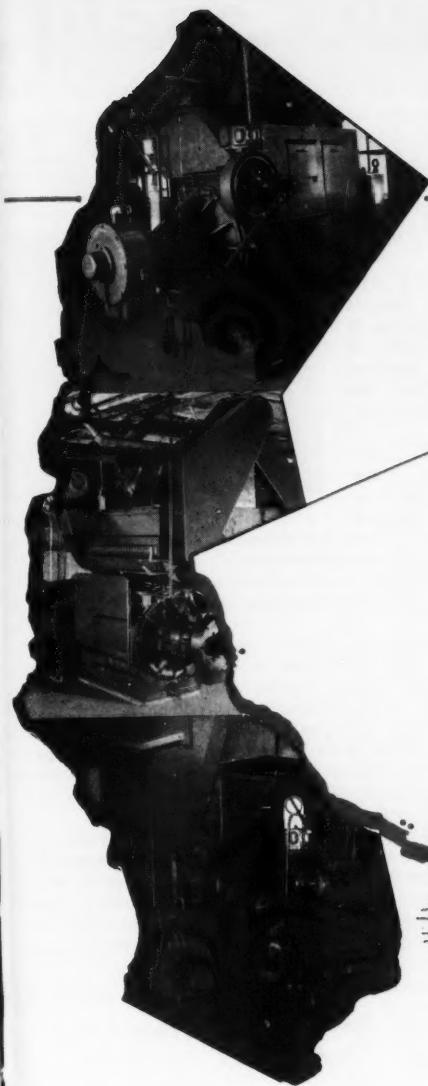
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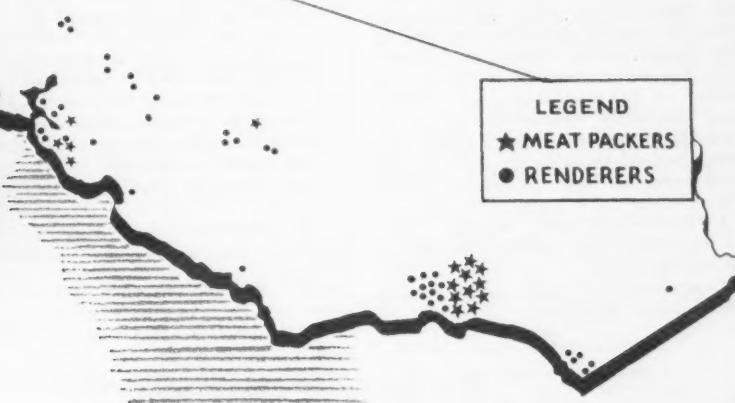
MEATS OF UNMATCHED QUALITY

MAIN OFFICE AND PLANT
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60

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ment, but buying interest was $\frac{1}{2}$ c under these levels.

Only minor activity was encountered in the soybean oil market again on Tuesday, with early sales of January and February shipment at 12 $\frac{1}{4}$ c. Later, the best bids for these shipments were 12 $\frac{1}{2}$ c, with available material priced at 12 $\frac{1}{4}$ c. March shipment reportedly sold at 12c, and April-May-June at 11 $\frac{1}{2}$ c.

There were sales of cottonseed oil at steady prices and 12 $\frac{1}{4}$ c was paid in the Valley at premium points. In the Southeast, movement was accomplished at 12 $\frac{1}{2}$ c at north Georgia and Alabama points. No trading was confirmed in the Texas area, but offerings were available at 12c and 12 $\frac{1}{2}$ c, depending on location. Corn oil traded steady at 13 $\frac{1}{4}$ c. A couple of tanks of peanut oil sold lower at 16 $\frac{1}{4}$ c for January shipment. Coconut oil was offered lower at 15 $\frac{1}{2}$ c for spot shipment, but no sales were reported.

Trading of all selections of vegetable oils was extremely light at mid-week. Soybean oil sold at 12 $\frac{1}{4}$ c for January and February shipments early and later at 12c. The latter trading level involved some resale material. March shipment reportedly sold at 12c, and on a resale at 11 $\frac{1}{2}$ c.

Cottonseed oil was lower, with sales confined to the Texas area. Movement was recorded at 11 $\frac{1}{2}$ c at Lubbock, with 12c bid at favorable rate points. The market in the Valley was weaker and pegged nominally at 12 $\frac{1}{2}$ c to 12 $\frac{1}{4}$ c. In the Southeast, the market was nominally quoted at 12 $\frac{1}{4}$ c to 12 $\frac{1}{2}$ c. Corn oil sold early at 13 $\frac{1}{4}$ c, but later declined to 13 $\frac{1}{2}$ c. Peanut oil was unchanged, as was coconut oil from the previous day's levels.

COTTONSEED OIL: Market lower at midweek, with limited movement mostly in Texas.

Cottonseed oil futures in New York were quoted as follows:

FRIDAY, JAN. 8, 1954

	Open	High	Low	Close	Prev. Close
Jan.	15.15n	.....	.....	15.10n	15.15n
Mar.	14.88	.....	.....	14.88	14.93
May	14.00	.....	.....	14.77	14.81
July	14.60n	.....	.....	14.68b	14.72b
Sept.	13.70b	.....	.....	13.70b	13.73b
Oct.	13.50b	.....	.....	13.50b	13.50b
Dec.	13.25b	.....	.....	13.25b	13.25b

Sales: 18 lots.

MONDAY, JAN. 11, 1954

	Open	High	Low	Close	Prev. Close
Jan.	15.10n	.....	.....	15.05n	15.10n
Mar.	14.97	14.97	14.83	14.83b	14.88
May	14.74b	14.75	14.71	14.71	14.77
July	14.65b	14.66	14.61	14.60b	14.68b
Sept.	13.65b	13.80	13.70	13.76	13.70b
Oct.	13.50b	.....	.....	13.50b	13.50b
Dec.	13.25b	.....	.....	13.25b	13.25b

Sales: 44 lots.

TUESDAY, JAN. 12, 1954

	Open	High	Low	Close	Prev. Close
Jan.	15.00n	.....	.....	15.00n	15.05n
Mar.	14.83b	14.90	14.80	14.80b	14.83b
May	14.71b	14.70	14.67	14.69	14.71
July	14.60b	14.68	14.60	14.56b	14.60b
Sept.	13.75b	13.84	13.81	13.81	13.76
Oct.	13.50b	.....	.....	13.50b	13.50b
Dec.	13.25b	.....	.....	13.30b	13.25b

Sales: 48 lots.

WEDNESDAY, JAN. 13, 1954

	Open	High	Low	Close	Prev. Close
Jan.	15.00n	.....	.....	14.80n	15.00n
Mar.	14.75b	14.78	14.75	14.73b	14.60b
May	14.65b	14.75	14.70	14.71	14.69
July	14.55b	14.63	14.55	14.55b	14.56b
Sept.	13.76b	13.95	13.90	13.88b	13.81
Oct.	13.50b	.....	.....	13.70b	13.50b
Dec.	13.30b	13.70	13.70	13.60b	13.30b

Sales: 44 lots.

Quality Important in Fats for Feeds

RENDERERS WHO WISH TO RETAIN for themselves and the industry the benefits of the new practice of adding animal fats to prepared feeds must safeguard their interests by selling products of proper quality, according to Robert Moore of Eastman Chemical Products, Inc., who spoke before a recent meeting of the Eastern Melters Association. (Moore is shown at left in photo with Justin Prager, president of the association.)

Moore dramatized for members the importance of stabilizing any animal fats they offered to the feed industry. He declared:

"Because you will be dealing with people who do not understand fats, it may, in many instances, be possible to unload low quality material. Suffice it to say that while you may fool the feed manufacturer, and you may fool the livestock or poultry grower, you cannot fool the animal."

"While livestock will eat rations containing rancid fat," he observed, "they will eat only enough to stay alive. They will not eat enough to gain weight."

There is no quicker way for you to lose the potential advantages in this market than to supply unstable, low grade material."

Rancidity and rancid fats have been found to have a serious effect upon the vitamin content of the feed, actually destroying many of the vitamins originally present.

Noting that a suitable antioxidant for use by renderers is a combination of butylated hydroxyanisole and citric acid, Moore warned that where fats contained a initial fatty acid content higher than 15, they did not always lend themselves to effective stabilization. He stated that while there apparently was a sharp difference of opinion among renderers as to whether antioxidants should be added to fatty material before rendering, during rendering or after rendering, Eastern research indicates that addition after rendering appears to be most effective.

Moore concluded his discussion with a word of caution:

"Within the next few months you probably will be called upon to supply tallow and greases to many small feed manufacturers who are completely unfamiliar with this product. If every effort is made to see that no unsatisfactory greases and tallow are sold to them, this market may be the most important one yet discovered for your meat by-products. And it will be a market relatively stable, and one which should afford you a satisfactory margin of profit."

CORN OIL: Declined $\frac{1}{2}$ c from last week.

SOYBEAN OIL: $\frac{1}{2}$ c from last mid-week's trading levels.

PEANUT OIL: Small volume sold during week at 16 $\frac{1}{4}$ c.

COCONUT OIL: Offered lower, but buying interest lacking.

VEGETABLE OILS

Wednesday, Jan. 13, 1954

Crude cottonseed oil, carlots, f.o.b. mills	12 $\frac{1}{4}$ @12 $\frac{1}{4}$ n
Valleys	12 $\frac{1}{4}$ @12 $\frac{1}{4}$ n
Southeast	11 $\frac{1}{2}$ @12n
Texas	11 $\frac{1}{2}$ @12n
Corn oil in tanks, f.o.b. mills	13 $\frac{1}{4}$ pd
Peanut oil, f.o.b. Southern mills	16 $\frac{1}{2}$ n
Soybean oil, Decatur	12@12 $\frac{1}{4}$ n
Coconut oil, f.o.b. Pacific Coast	15 $\frac{1}{2}$ a
Cottonseed foots,	
Midwest and West Coast	13 $\frac{1}{2}$
East	13 $\frac{1}{2}$

Cottonseed foots.

Midwest and West Coast

East

13 $\frac{1}{2}$

13 $\frac{1}{2}$

28

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HIDES AND SKINS

Big packer hide sales at midweek at steady prices to $\frac{1}{2}$ c lower—Small packer and country hides about steady, but trading limited—No sales of northern calfskins or kipskins heard up to midweek—Sheepskin market reported steady to easier.

CHICAGO

PACKER HIDES: There was healthy interest for practically all selections of hides at steady prices Monday, but no trading developed. Trade sources were of the opinion that steady prices would prevail once trading was resumed for the week and anticipated no particular decline or advance. Butt-branded steers were bid at 10½c, ex-lights at 17c, lights at 15c, northern heavy native cows at 12½c, light native cows at 14½c and 15c, and heavy native steers, picked points, at 12½c. Later in the day, a better bid for light native cows out of Sioux Falls was heard at 15¾c.

The hide market continued dull again on Tuesday and the only sale heard throughout the day was 700 St. Paul native bulls at 10½c. There was additional buying interest for other selections at steady prices, but offerings were held $\frac{1}{2}$ c higher.

Early midweek sales were accomplished at steady prices and about 6,000 light native cows sold at 15c. Heavy native cows were also traded and 10,000 brought 12c and 12½c. About 8,500 River heavy native steers sold later in the day at 11½c, $\frac{1}{2}$ c lower than sales last week. Some 3,600 branded cows sold at 11c and 11½c. A large outside independent packer sold 1,550 Fremont branded cows at 11½c.

SMALL PACKER AND COUNTRY HIDES: In the absence of sales, the various averages of small packer hides could only be quoted on a nominal basis this week. The price structure, however, experienced little change. Some lighter averages, namely 45, 46 and 48-lb., sold earlier in the week at 13c. Some sources reported these averages could not command that price

at midweek, however, as buyers showed little interest. The 50@52-lb. average was quoted at 12½@13c, with the middle ranges up to 60-lb. average quoted at 12@12½c. Offerings of 60-lb. averages were priced at 9c up to 11c, depending on shipping point, without action. In the country hide market, buyers and sellers were 1c apart in their ideas. Offerings were priced at 10@10½c, but were bid at 9@9½c.

CALFSKINS AND KIPSKINS: Northern calfskins and kipskins went untraded up to midweek, but the market was pegged steady. There was rumored movement of River point production at lower prices, but details were lacking.

SHEEPSKINS: Action improved in this category somewhat this week, at steady prices to slightly easier. A mixed car of No. 1, No. 2 and No. 3 shearlings sold at 1.25, 1.15 and .90, respectively. A small lot of fall clips reportedly sold at 1.75, but other offerings were priced at 2.25. A car of dry pelts was reported to have sold at 24c. delivered. A car of pickled skins sold at 10.75 for mixed sheep and lambs, with other sales reported as low as 10.00.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Jan. 9, 1954, totaled 5,290,000 lbs.; previous week 3,595,000 lbs., same week 1953, 3,546,000 lbs.; 1954 to date, 5,290,000 lbs.; same period 1953, 5,369,000 lbs.

Shipments for the week ended Jan. 9, 1954, totaled 4,040,000 lbs.; previous week, 3,002,000 lbs.; corresponding week 1953, 3,727,000 lbs.; this year to date, 4,040,000 lbs.; corresponding week, 1953, 4,388,000 lbs.

H & S Outlook For 1954

The current year in the hide and skin industry will be poorer than last year, according to a recent opinion survey of top executives in the trade.

CHICAGO HIDE QUOTATIONS

		Week ending	Previous	Cor. Week
		Jan. 13, 1954	Week	1953
Hvy. Texas				
Nat. steers...12	@15n	12½@15	12½@18	
strs.....	10½n	10½	11n	
Butt, branded				
strs.....	10½n	10½	11	
Col. str.....	10n	10	10	10½
Ex. light Tex.				
strs.....	14½n	14n	17a	
Brand'd cows..11	@11½	11 @11½	13 @13½	
Hy. nat. cows..12	@12½	12 @12½	13 @13½	
Lt. nat. cows..	15	15	17n	
Nat. bulls...10	@10½n	9½@10n	9½@10	
Brand'd bulls..9	9½n	8½@9n	8½@9	
Calfskins, Nor.				
10/15	40n	40n	47½@50n	
down....	42½n	42½n	45n	
Kips, Nor.				
nat., 15/25.29	@29½n	29 @29½n	36n	
Kips, Nor.				
Brnd'd, 15/25.26½@27n	26½@27n		31n	

SMALL PACKER HIDES

STEERS AND COWS:			
60 lbs. and			
over	9 @ 9½n	9 @ 9½n	13 @ 13½n
50	12½@13n	12½@13n	14 @ 14½n

SMALL PACKER SKINS

Calfskins, under			
15 lbs.	25n	25n	40n
Kips, 15/30	16@17n	16@17n	30n
Slunks, reg.	1.25n	1.25n	1.50@1.65n
Slunks, hairless. ....	.50n	.25n	.50n

SHEEPSKINS

Packer shearlings,			
No. 1 ...	1.25n	1.25@1.50n	2.35n
Dry Pelts	24n	24@25n	31n
Horsehides,	untrmd.	10.00@10.50n	10.00@10.50 8.00@9.50n

N. Y. HIDE FUTURES

	MONDAY, JAN. 11, 1954		
	Open	High	Low
Apr.	15.10n	.....	.....
July	15.15n	.....	.....
Oct.	15.20n	15.30	15.30
Jan.	15.20n	.....	.....
Apr.	15.10n	.....	.....
July	15.05n	.....	.....
Sales:	2 lots.		

	TUESDAY, JAN. 12, 1954		
	Open	High	Low
Apr.	15.20n	.....	15.20n
July	15.25n	15.35	15.35
Oct.	15.30n	.....	15.30n
Jan.	15.32n	.....	15.32n
Apr.	15.25n	.....	15.23n
July	15.20n	.....	15.15b
Sales:	3 lots.		

	WEDNESDAY, JAN. 13, 1954		
	Open	High	Low
Apr.	15.20n	15.15	15.10
July	15.25n	15.25	15.20
Oct.	15.30n	.....	15.15b
Jan.	15.28n	15.30	15.28
Apr.	15.25n	15.30	15.15b
July	15.15b	.....	15.10b
Sales:	18 lots.		

	THURSDAY, JAN. 14, 1954		
	Open	High	Low
Apr.	14.90b	15.00	14.94
July	14.95b	15.00	15.03
Oct.	15.00b	15.10b
Jan.	15.18	15.18	15.12
Apr.	15.01b	15.05b
July	14.95b	15.00n
Sales:	39 lots.		



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blow upwards!

- Keep coils from frosting
- Dry up moisture
- Kill odors

SAVE THEIR COST EACH MONTH

REYNOLDS
ELECTRIC COMPANY
Established 1900
3089 River Road

River Grove, Ill.

RED SEAL

CERTIFIED CASING COLORS

Especially made for coloring sausage casings

WARNER-JENKINSON MFG. CO.
2526 BALDWIN ST. • ST. LOUIS 6, MO.

RED SEAL

10915

PHILADELPHIA FRESH MEATS

Tuesday, January 12, 1954

WESTERN DRESSED

	Cwt.
Prime, 600/800	None quoted
Choice, 500/700	\$43.00@44.25
Choice, 700/900	41.00@43.50
Good, 500/700	37.00@40.00
Commercial, 350/700	None quoted

COW:

Commercial, all wts.	26.50@29.00
Utility, all wts.	25.00@27.00

VEAL (SKIN OFF):

Choice, 50/80	50.00@52.00
Choice, 80/110	50.00@52.00
Choice, 110/150	50.00@52.00
Good, 50/80	40.00@44.00
Good, 80/110	43.00@46.00
Good, 110/150	42.00@45.00
Commercial, all wts.	30.00@38.00
Utility, all wts.	25.00@29.00

LAMB:

Prime, 30/40	46.00@50.00
Prime, 40/50	45.00@48.00
Prime, 50/60	40.00@46.00
Choice, 30/40	46.00@50.00
Choice, 40/50	45.00@48.00
Choice, 50/60	40.00@46.00
Good, all wts.	42.00@46.00
Utility, all wts.	35.00@40.00

MUTTON (EWE):

Choice, 70/down	16.00@18.00
Good, 70/down	14.00@16.00

PORK CUTS—CHOICE LOINS:

(Bladeless included) 8-10	58.00@60.00
(Bladeless included) 10-12	58.00@60.00
(Bladeless included) 12-16	56.00@58.00
Butts, Boston style, 4-8	53.00@55.00
SPARERIBS, 3 lbs. down	43.00@45.00

LOCALLY DRESSED

STEER BEEF CUTS:	Prime	Choice
Hindqtrs., 600/800	\$54.00@58.00	\$51.00@54.00
Hindqtrs., 800/900	53.00@55.00	49.00@52.00
Rd., no flank	50.00@53.00	50.00@53.00
Hip r'd, with flank	47.00@51.00	47.00@51.00
Front loin, untrnd.	54.00@58.00	50.00@54.00
Short loin, untrnd.	44.00@48.00	45.00@46.00
Short loin, trnd.	None quoted	None quoted
Flank	None quoted	None quoted
Rib (7 bone)	60.00@65.00	54.00@58.00
Arm Chuck	35.00@38.00	35.00@37.00
Brisket	36.00@38.00	36.00@38.00
Short plates	14.00@17.00	14.00@17.44

WEEK'S CLOSING MARKETS

THURSDAY'S CLOSINGS PROVISIONS

The live hog top at Chicago was \$26.25; average, \$24.85. Provision prices were quoted as follows: Under 12 pork loins, 53; 10/14 green skinned hams, 58; Boston butts, 48; 16/down pork shoulders, 39%; 3/down spareribs, 41%; 8/12 fat backs, 14%; regular pork trimmings, 26 nominal; 18/20 DS bellies, 30½ nominal; 4/6 green picnics, 36; 8/up green picnics, 33@33½.

P.S. loose lard was quoted at 15.00 asked and P.S. lard in tierces at 16.50.

COTTONSEED OIL

Closing cottonseed oil futures in New York were quoted as follows: Jan., 14.80n; Mar., 14.73b-78a; May, 14.72b-76a; July, 14.61; Sept., 13.95b-14.02a; Oct., 13.85b-95a; and Dec., 13.75b-85a.

Sales: 114 lots.

CHICAGO PROV. SHIPMENTS

Provision shipment by rail, in the week ended Jan. 9, with comparisons:

Week	Previous	Cor. Week
Jan. 2	Week	1953

Cured meats, pounds	17,070,000	8,969,000	5,105,000
Fresh meats, pounds	26,327,000	24,912,000	21,460,000
Lard, pounds	1,836,000	2,493,000	3,845,000

ETTLINGER BINDER FLOUR

(A PRODUCT OF PURE WHEAT)

ALWAYS TOP QUALITY

for

BAKED LOAVES — SAUSAGE — CANNED MEATS — CHILI

Immediate Shipment in 100 Lb. Bags and 250 Lb. Barrels

MAIL - WIRE - PHONE Your Order!

Exclusive Product of

RALPH ETTLINGER & SONS

Since 1903

347 N. Loomis Street • Chicago 7, Illinois

PORK • BEEF • LAMB • VEAL
CANNED MEATS
COMMERCIAL SHORTENINGS
NATURAL CASINGS • DRY
SAUSAGE • LARD FLAKES

THE RATH PACKING CO., WATERLOO, IOWA



MEAT EXPORTS-IMPORTS

Exports and imports of meats during October, as reported by the U. S. Department of Agriculture:

Commodity	Oct. '53	Oct. '52
EXPORT (domestic)—	Pounds	Pounds
Beef and veal—		
Fresh or frozen.....	1,641,395	105,230
Pickled or cured.....	754,150	1,176,550
Pork—		
Fresh or frozen.....	270,275	767,313
Hams & shoulders, cured or cooked.....	728,680	816,145
Bacon.....	93,085	1,828,708
Other pork, pickled, salted or otherwise cured (includes sausage ingredients).....	3,425,648	1,855,845
Sausage, bologna & frankfurters (except canned).....	136,812	84,762
Other meats, except canned.....	3,258,457	28,108
Canned meats—		
Beef and veal.....	546,185	82,884
Sausage, bologna & frankfurters.....	175,820	413,945
Hams and shoulders.....	106,043	173,512
Other pork, canned.....	219,155	326,393
Other meats & meat products, canned ¹	147,138	116,504
Lamb and mutton (except canned).....	98,836	9,187
Lard (includes rendered pork lard (includes rendered pork fat).....	19,402,494	43,043,207
Tallow, edible.....	2,773,702	1,131,429
Tallow, inedible.....	101,931,907	62,840,436
Inedible animal oils, n.e.c. (includes lard oil).....	152,900	1,635,070
Inedible animal greases & fats (includes grease stearin).....	16,034,660	4,201,516

IMPORTS—	
Beef, fresh or frozen.....	2,383,678
Veal, fresh or frozen.....	57,016
Beef and veal, pickled or cured.....	1,160,705
Canned beef (includes corned beef).....	5,935,647
Pork, fresh or chilled and frozen.....	1,357,120
Hams, shoulders, bacon, backs, butts & picnics.....	8,321,856
Pork, other pickled or or salted.....	215,338
Lamb and mutton.....	425
Tallow, edible.....	120,600
Tallow, inedible.....	.....

¹Includes many items which consist of varying amounts of meat.

Compiled from official records, Bureau of the Census.

Wholesale Price Indexes

Meats were among the many food items which advanced in price during the week ended December 9, according to the Bureau of Labor Statistics. Meats were at 91.6 of the 1947-49 average of 100 per cent compared with 87.0 per cent the week before. Lard rose an average of 6.5 per cent, livestock and related products, 1.5 per cent; while fats and oils increased an average of 1.3 per cent during the period.

Lard, Pork Fat Holdings

Stocks of lard and rendered pork fat held in meat plants, factories and warehouses, refrigerated and unrefrigerated on January 1 was estimated by the American Meat Institute at 70,000,000 lbs. This was 35 per cent more than the 52,000,000 lbs. reported a month before, but 67 per cent less than the 211,000,000 lbs. in stock on the same date, a year earlier.

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Oct. '52
Pounds
105,230
176,550
767,313
816,145
828,708

,855,843
84,762
28,108
82,884
413,945
173,512
326,303
116,504
9,187

,043,207
.131,429
.840,436
.635,070

,201,516
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HYGRADE'S
BEEF - VEAL - LAMB
PORK

HYGRADE'S
ALL-BEEF
FRANKFURTERS

HYGRADE'S
ORIGINAL
WEST VIRGINIA
CURED HAM

HYGRADE'S
HONEY BRAND
HAMS & BACON

...also a complete line
of Hygrade's Frozen Meats,
Pre-Cooked Frozen Foods
and Canned Meats

HYGRADE'S
CORNED BEEF
AND TONGUE

HYGRADE FOOD PRODUCTS CORP.
EXECUTIVE OFFICES—2811 MICHIGAN AVENUE, DETROIT 16

MORRELL

No King
Ever Ate Better!



PRIDE

Ham • Bacon • Sausage • Canned Meats
Pork • Beef • Lamb

MEATS



JOHN MORRELL & CO.

Packing Plants:
Ottumwa, Iowa • Sioux Falls, S. D.



HOG GRADING SAMPLE SETS

True-to-life, scaled reproductions
now available at reasonable cost!

5-Model Set of barrows and gilts duplicates in every detail the original studies commissioned by the U.S. Dept. of Agriculture . . . provides the basis for all U.S.D.A. hog quotations by the Livestock News Service.

These models are important and necessary equipment in every hog buyer's office, every yard and livestock concentration point, every order buying and commission office. With these models of the five recognized hog grades, you can accurately demonstrate to producers, suppliers and buying agents of live hogs those features desirable for your particular operation. Use them to educate producer groups as to the degree of finish giving best returns for the producer and packer . . . help build producer-packer understanding and goodwill.

Models are strong and sturdy, built of special hard-molded rubber compound that resists breakage. Approx. 10" long, 5" high and mounted on 1" x 9" wood bases. Black lacquer finish . . . grade-labeled. Five individually packed models to the set . . . sold on a satisfaction-guaranteed-or-money-back basis. Complete printed descriptions and characteristic features of each grade with each set. Set of 5 models, Cull, Medium, Choice No. 1, 2 and 3 . . . only \$45.00 per set, f.o.b. Port Washington, Wisc.



Order Now from the: SERVICE DEPT. The National Provisioner 15 W. HURON ST., CHICAGO 10, ILL.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, January 12, were reported by the Production and Marketing Administration as follows:

St. L. N.S. Yds. Chicago Kansas City Omaha St. Paul
HOGS (Includes Bulk of Sales):

BARROWS & GILTS:

Choice:

120-140 lbs.	None rec.	None rec.	None rec.	None rec.	None rec.
140-160 lbs.	\$25.00-25.75	None rec.	None rec.	None rec.	\$25.00-26.50
160-180 lbs.	25.75-26.35	24.50-26.00	None rec.	23.00-25.00	25.75-26.50
180-200 lbs.	26.00-26.50	25.50-26.00	25.75-26.00	25.00-26.00	25.75-27.00
200-220 lbs.	26.00-26.50	25.50-26.00	25.75-26.00	25.00-26.00	25.75-27.00
220-240 lbs.	25.75-26.35	26.00-26.00	25.50-26.00	25.00-26.00	25.75-27.00
240-270 lbs.	25.00-26.00	24.50-23.35	25.00-25.75	23.75-25.75	24.50-26.00
270-300 lbs.	24.00-25.25	23.75-24.75	None rec.	23.25-24.00	24.50-26.00
300-330 lbs.	None rec.	23.25-24.00	None rec.	None rec.	24.00-24.50
330-360 lbs.	None rec.	None rec.	None rec.	None rec.

Medium:

160-220 lbs.	None rec.	None rec.	None rec.	21.00-24.00	None rec.
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SOWS:

Choice:

270-300 lbs.	23.00-Only	22.75-23.00	22.50-22.75	21.25-22.50	23.00-23.50
300-330 lbs.	23.00-Only	22.50-22.75	22.25-22.50	21.25-22.50	22.75-23.25
330-360 lbs.	22.50-23.00	22.50-22.75	22.25-22.50	21.25-22.50	22.75-23.25
360-400 lbs.	22.00-22.50	22.00-22.50	22.00-22.50	21.25-22.50	22.00-22.50
400-450 lbs.	21.75-22.00	21.50-22.25	21.75-22.25	20.00-21.50	21.00-22.00
450-550 lbs.	21.00-21.75	20.50-21.75	21.50-21.75	20.00-21.50	20.25-20.75

Medium:

250-500 lbs.	None rec.	None rec.	None rec.	19.50-22.00	None rec.
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SLAUGHTER CATTLE & CALVES:

STEERS:

Prime:

700-900 lbs.	25.00-27.50	25.50-28.50	25.00-27.50	25.50-27.75	25.00-27.00
900-1100 lbs.	25.50-28.00	26.50-31.00	25.50-28.50	26.00-28.25	25.50-28.00
1100-1300 lbs.	26.00-28.00	27.50-31.00	25.50-28.50	26.00-28.50	25.00-28.00
1300-1500 lbs.	25.50-27.50	27.50-31.00	25.00-28.50	26.00-28.50	24.50-27.00

Choice:

700-900 lbs.	22.00-25.50	22.50-26.50	21.75-25.00	21.75-25.50	22.50-25.00
900-1100 lbs.	22.00-26.00	23.50-27.50	22.00-25.50	21.75-25.50	23.00-25.00
1100-1300 lbs.	22.50-26.00	24.00-27.50	22.00-25.50	21.75-25.50	22.50-25.00
1300-1500 lbs.	22.50-26.00	24.00-27.50	22.00-25.50	21.50-25.50	22.50-25.00

Good:

700-900 lbs.	18.50-22.00	19.50-23.50	18.25-22.00	18.50-21.75	18.50-23.00
900-1100 lbs.	19.50-22.50	20.00-24.00	18.50-22.00	18.50-21.75	19.00-23.00
1100-1300 lbs.	19.50-22.50	20.50-24.00	18.75-22.00	18.50-21.75	19.00-23.00

Commercial,

all wts.	16.50-19.50	16.00-20.50	15.50-18.75	15.25-18.50	14.50-19.00
Utility, all wts.	13.50-16.50	14.00-16.00	13.00-15.50	13.25-15.25	12.50-14.50

HEIFERS:

Prime:

600-800 lbs.	24.00-26.00	24.25-25.50	23.25-25.00	23.50-25.00	23.50-25.00
800-1000 lbs.	24.25-26.00	25.25-26.50	23.50-25.50	23.50-25.00	23.50-25.00

Choice:

600-800 lbs.	21.50-24.25	20.50-25.25	20.00-23.50	20.25-23.50	21.00-23.50
800-1000 lbs.	21.50-24.25	21.75-25.25	20.00-23.50	20.25-23.50	21.00-23.50

Good:

500-700 lbs.	17.50-21.50	17.50-21.75	17.00-20.00	16.50-20.25	18.00-21.00
700-900 lbs.	18.00-21.50	18.50-21.75	17.00-20.00	16.50-20.25	18.00-21.00

Commercial,

all wts.	14.50-18.00	14.50-18.50	14.00-17.00	14.50-16.50	14.00-18.00
Utility, all wts.	11.50-14.50	12.00-14.50	11.50-14.00	11.75-14.50	12.00-14.00

COWS:

Commercial,

all wts.	12.50-14.00	12.50-14.00	12.25-14.00	12.50-14.00	12.50-14.00
Utility, all wts.	11.00-12.50	10.75-12.50	11.00-12.25	10.50-12.50	11.00-12.50

Canner & cutter,

all wts.	8.00-11.00	9.00-11.00	8.50-11.00	8.00-11.00	9.00-11.00
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BULLS (Yrs. Excl.) All Weights:

Good	None rec.	12.00-15.00	None rec.	11.00-13.50	14.00 Only
Commercial	13.50-14.50	15.50-16.50	14.50-15.00	14.00-15.50	14.00 Only
Utility	12.50-13.50	13.00-15.50	13.00-14.50	12.50-14.00	13.50-16.00

Cutter

10.00-12.50	11.00-13.00	10.00-13.00	10.50-12.50	13.50-16.00
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VEALERS, All Weights:

Choice & prime..	23.00-33.00	26.00-28.00	22.00-25.00	22.00-25.00	25.00-27.00
Com'l & good... 15.00-23.00	18.00-26.00	13.00-22.00	15.00-22.00	18.00-25.50	

CALVES (500 Lbs. Down):

Choice & prime..	17.00-22.00	19.00-24.00	17.00-19.00	19.00-22.00	20.00-24.00
Com'l & good...	13.00-17.00	15.00-19.00	12.00-17.00	14.00-19.00	17.00-20.00

SHEEP & LAMBS:

LAMBS (110 Lbs. Down) (Wooled):

Choice & prime...	20.00-21.75	20.75-22.00	20.25-21.25	20.50-21.00	20.00-20.75
Good & choice...	19.00-20.50	19.50-21.00	19.25-20.25	19.00-20.50	18.00-20.00

EWES:

Good & choice...	3.50- 5.00	6.00- 7.25	6.00- 6.50	6.50- 7.50	6.00- 7.00
Cull & utility...	3.00- 4.00	4.50- 6.00	5.50- 6.00	5.00- 6.50	3.50- 5.75



PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 9, 1954, as reported to The National Provisioner.

CHICAGO

Armour, 11,880 hogs; Wilson, 3,314 hogs; Agar, 6,577 hogs; Shippers, 17,194 hogs; and others, 13,275 hogs.

Total: 27,244 cattle; 2,154 calves; 52,240 hogs; and 9,330 sheep.

KANSAS CITY

Cattle Calves Hogs Sheep
Armour ... 3,175 1,145 1,924 1,560
Swift ... 2,750 1,131 3,464 1,918

Wilson ... 1,444 8 4,754 ...
Butchers ... 5,632 42 728 ...
Others ... 2,396 ... 1,569 486

	CINCINNATI			
	Cattle	Calves	Hogs	Sheep
Gall	...	...	373	...
Kahn's	...	...	...	309
Meyer	...	...	...	...
Schlachter	...	...	526	15
Northside	90	62	...	...
Others	...	...	9,75	...
Totals	4,999	1,263	10,874	633

	DENVER			
	Cattle	Calves	Hogs	Sheep
Armour	1,553	93	2,978	5,819
Swift	1,581	193	4,321	3,270
Cudahy	1,616	89	3,425	426
Wilson	618	...	...	...
Others	5,502	155	2,362	390
Totals	10,300	530	13,686	10,105

	ST. PAUL			
	Cattle	Calves	Hogs	Sheep
Armour	4,340	4,666	17,202	2,516
Bartsch	1,254	...	...	...
Cudahy	1,277	189	...	1,067
Rifkin	911	26	...	...
Superior	1,935	...	...	...
Swift	6,428	4,211	33,265	2,777
Others	2,577	4,817	7,216	5,954
Totals	20,622	13,900	57,683	12,304

	FORT WORTH			
	Cattle	Calves	Hogs	Sheep
Armour	2,552	2,676	439	6,000
Swift	1,841	1,334	677	4,707
Bl. Bonnet	535	48	288	...
City	258	...	59	...
Rosenthal	184	26	...	...
Totals	5,370	4,084	1,464	10,707

TOTAL PACKER PURCHASES

	Week Ended	Cor.
	Jan. 9	Prev. Week
Cattle	182,123	144,277
Calves	303,800	251,519
Hogs	88,261	72,063
Sheep	113,985	...

CORN BELT DIRECT TRADING

Des Moines, Ia., Jan. 13—Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were:

	ST. LOUIS
Cattle	Calves
Armour	1,439 2,200
Swift	3,591 3,009
Hunter	1,263 4,244
Hill	...
Krey	...
Laclede	878
Luer	...
Totals	51,285 5,209

Totals ... 14,202 1,969 22,959 7,190

*Do not include 404 cattle, 4 calves,

112 hogs and 5,924 sheep direct to packers.

ST. JOSEPH
Cattle Calves Hogs Sheep
Swift ... 3,753 10,493 4,480
Armour ... 4,329 604 9,300 2,710
Others ... 6,120 474 3,166 ...

Totals ... 14,202 1,969 22,959 7,190

*Do not include 404 cattle, 4 calves,

112 hogs and 5,924 sheep direct to packers.

SIOUX CITY
Cattle Calves Hogs Sheep

Armour ... 4,701 13,326 2,897

Cudahy ... 2,567 16,123 3,038

Swift ... 3,156 9,472 2,615

Butchers ... 478 9 ...

Others ... 9,225 4 14,415 1,052

Totals ... 20,127 13 53,336 9,602

Totals ... 6,761 764 1,808 1,956

WICHITA
Cattle Calves Hogs Sheep

Cudahy ... 2,577 764 1,235 1,419

Kansas ... 774

Dodd ... 184 ... 270 ...

Sunflower ... 13 ... 36 ...

Pioneer ... 67

Excel ... 667 ... 267 ...

Others ... 2,060 ... 537 ...

This week estimated actual

Jan. 7 55,000 46,000

Jan. 8 50,000 55,000

Jan. 9 37,000 64,000

Jan. 11 100,000 50,000

Jan. 12 41,000 41,000

Jan. 13 65,000 86,000

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended January 9 with comparisons, are shown in the following table:

Cattle Hogs Sheep

Week to date 304,030 485,000 157,000

Previous week 241,000 382,000 118,000

Same wk. 1953 291,000 687,000 186,000

1952 to date 304,000 485,000 157,000

1953 to date 201,000 687,000 186,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ending Jan. 9:

Cattle Calves Hogs Sheep

Los Angeles 0,700 1,350 1,850 250

N. Portland 2,865 475 1,800 1,950

S. Francisco 750 35 1,800 850

MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U.S.D.A. Production & Marketing Administration)

STEERS AND HEIFERS: Carcasses

Week ending Jan. 9, 1954. 12,368
Week previous 11,659
Same week year ago 15,081

COW:

Week ending Jan. 9, 1954. 1,658
Week previous 1,479
Same week year ago 1,042

BULL:

Week ending Jan. 9, 1954. 398
Week previous 322
Same week year ago 399

VEAL:

Week ending Jan. 9, 1954. 11,070
Week previous 12,029
Same week year ago 11,653

LAMB:

Week ending Jan. 9, 1954. 33,992
Week previous 37,062
Same week year ago 35,340

CALVES:

Week ending Jan. 8, 1954. 16,819
Week previous 13,240
Same week year ago 8,431

MUTTON:

Week ending Jan. 9, 1954. 657
Week previous 1,140
Same week year ago 108

HOGS:

Week ending Jan. 9, 1954. 44,158
Week previous 37,568
Same week year ago 52,307

SHEEP:

Week ending Jan. 9, 1954. 50,933
Week previous 38,583
Same week year ago 50,103

PORK CUTS:

Week ending Jan. 9, 1954. 1,255,609

CATTLE:

Week ending Jan. 9, 1954. 11,801

VEAL:

Week ending Jan. 9, 1954. 9,727

LAMB:

Week ending Jan. 9, 1954. 9,231

CALVES:

Week ending Jan. 8, 1954. 16,819

MUTTON:

Week ending Jan. 9, 1954. 13,240

HOGS:

Week ending Jan. 9, 1954. 44,158

SHEEP:

Week ending Jan. 9, 1954. 50,933

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CALVES:

Week ending Jan. 8, 1954. 16,819

MUTTON:

Week ending Jan. 9, 1954. 13,240

HOGS:

Week ending Jan. 9, 1954. 44,158

SHEEP:

FELIN'S



Original Philadelphia Scrapple

PACKERS PORK AND PORK PRODUCTS

John J. Felin & Co., Inc.

4142-50 Germantown Ave., Philadelphia 40, Pa.

- Ham
- Bacon
- Lard
- Sausage Products



Barrel Lots

Carlots

DRESSED BEEF
BONELESS MEATS AND CUTS
OFFAL • CASINGS

SUPERIOR PACKING CO.
CHICAGO ST. PAUL

CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$4.50; additional words, 20c each. "Position Wanted," special rate: minimum 20 words, \$3.00; additional words, 20c each. Count

address or box numbers as 8 words. Headlines 75c extra. Listing advertisements 75c per line. Displayed \$9.00 per inch. Contract rates on request.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

**CLASSIFIED ADVERTISING PAYABLE IN ADVANCE
PLEASE REMIT WITH ORDER.**

POSITION WANTED

SALES REPRESENTATIVE: Washington, D.C. 15 years on this market calling on retail and volume distributor. Beef, small stock and provisions. Desire an account interested in volume sales to chain stores and jobbers. Many outlets for car-load sales. Have office in wholesale district. References and complete history on request. W-23, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

CONSULTANT AVAILABLE
Individual with long and wide experience in the meat industry, and especially in connection with beef and cuts, fabrication and development of new outlets, is available for consultation on a part time basis. W-24, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CONTROLLER-ACCOUNTANT
20 years' experience in public accounting and in administrative function of all departments of a large sausage manufacturer with peddler truck and small inspected packing house operation. University degree, excellent record and references. W-25, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PORK SUPERINTENDENT
30 years' experience in all phases of killing, cutting and offal. 15 years' experience as a curing foreman. Now pork superintendent of nationally known organization. Will re-locate. W-8, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED: Desire to make change about March. General manager of small complete plant since 1946. Well versed in all operations, livestock, beef, pork operations, sausage manufacturing, curing, etc. Experience: Plant operating profitably. 20 years' experience, reliable, age 41, health good. W-4. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT MANAGER: Man 40 years old, now employed as plant manager with 20 years' experience in all phases of the industry, wishes to relocate because of plant being sold. Willing to go anywhere or fill any position with independent packer with adequate remuneration. W-2, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER: Now employed, wishes to locate in south, west or midwest. Will consider other locations. Large and small plant experience for 28 years. Thoroughly experienced in pork and beef operations, processing, manufacturing, personnel, sales, costs and yields. W-3, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: 15 years' diversified experience. A market of 3,000,000 population. Dallas, Fort Worth, Houston, San Antonio market. Know all buyers in chain and super markets. Have a large following. W-1, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ENGINEER-MASTER MECHANIC: Graduate. 20 years' experience. Thoroughly capable all phases of meat industry. Reply to Engineer, 331 W. Marquette Road, Chicago 21, Ill.

SALESMAN: 15 years' heavy experience, hotel, institutional sales. Age 38. Single, have car. Will travel or relocate. W-432, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

POSITION WANTED

INDUSTRIAL ENGINEER
10 years' experience in packing field, installing standards for cost and wage incentive purposes, methods, material handling and plant layout work. W-27, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CONTROLLER-ACCOUNTANT

Twenty years' experience in multi-plant cost accounting, budgets, controls, finance. Complete practical knowledge of all operations. W-26, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: And curing foreman, with 25 years' experience in direct application of all phases in sausage and cured production in both inspected and non-inspected plants. desires connection on west coast. Best recommendations. W-9, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MEAT SALESMAN: Representative to wholesalers, chains, hotel supplies and retail. New York area, L.C.L. or Carload. Best references. W-5, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

AVAILABLE: Experienced man with diversified experience—BUYER (all items), sales, merchandising, provision man. Will re-locate. W-21, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: All around man, age 28, married, with one child. Learned trade and was trained in Switzerland. Seeks position with small or medium sized packer. Good references, Detroit-Chicago area preferred. W-28, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BUTCHER: Wants position, 20 years' experience in slaughtering beef, veal, lamb departments. Capable of supervising killing floor. W-29, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Smoked meats and provisions, now calling on wholesalers and chains. Desires change. W-22, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

WANTED: Experienced seasoning salesman by established company. Manufacturers of complete line of seasonings, binders, cures, emulsifiers, etc. for meat packers, for Tennessee and Kentucky territory. Applicants must have at least 5 years' sales experience with good sales record and character. Salary and expenses about \$10,000 per year to start. Earnings unlimited for a producer. All replies held in confidence. Address: All replies to W-10, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER: To handle complete beef operation—buying, processing and sales. Must be able to build up present sales and show profit. A very good proposition for right person. W-441, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Top notch sausage maker for plant of 20,000 pounds production per week. Good pay. W-31, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SAUSAGE MAKER WANTED: With experience and ability to make a full line of sausages and loaves. Opportunity for young man with good references and a small capital to buy stock in our corporation. Write to W-442, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED BEEF MAN: Wanted, with some truck. Must have initiative, executive ability and experience in handling meat. Excellent opportunity for advancement. Very good salary. Reputable Chicago packer. Replies strictly confidential. W-16, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMEN: Very liberal commission on 3 "hot items" for salesman calling on the sausage manufacturing trade. Write experience and territory. W-17, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Capable, honest manager to take complete charge of independent packing house. Must have \$25,000.00 to invest and become partner in going business. \$25,000.00 will be retained in business. W-445, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE SUPERINTENDENT: Wanted for plant. Must have complete knowledge of all stages of operation for both quality and cheap lines of products. Know how to handle labor and figure costs. 75,000 pound weekly tonnage. Good position to right man. Give background, age, experience and family status in application. Write to R & S PACKING CO., P.O. Box 2054, Raleigh, N.C.

SALES EXECUTIVE ASSISTANT: Processor established in 1896, in large eastern city, requires services of experienced sales executive assistant. We operate peddler trucks and advance salesmen. Excellent opportunity. State age, schooling and business background in detail, as well as salary at last place of employment. Confidential. W-11, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CHICAGO BROKER: Has opening for experienced meat trade, but been a newcomer. No beginning. Loop location. Satisfaction compensation to right men. Give previous experience and full background in first letter. All replies held in strict confidence. W-12, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEER MAN: Must have knowledge of complete operation, buying and selling. Full charge. This will be a new department for an old established packer. Excellent opportunity. Midwest location. W-13, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Wanted. With knowledge of spices and cures, to cover the New England states including New York state. Should be between 27 and 35 years of age with knowledge of sausage manufacturing. Reply to Box W-14, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERINTENDENT OR MANAGER: For a meat packing plant located in New York State. Must know production, as well as sales. Must be experienced and have references. Top salary and bonus. All replies treated confidential. W-15, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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CLASSIFIED ADVERTISING

HELP WANTED

WANTED:

MEAT PROCESSING SUPERVISORS

National Food Distributor with multiple plant operations has openings for qualified men to supervise processing and shipping of Sausage, Pork Cuts and Bacon Slicing. Need men 25 to 40 with at least five years of technical or supervisory experience. High school education required. These are permanent positions with excellent opportunities for advancement, regular merit increases and liberal employment benefits. Appropriate starting salary. Apply in full confidence giving details of education, employment record, personal background and qualifications. W-30, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Illinois.

SALES MANAGER: Capable of stimulating sales. All outlets including jobbers, chain and small trades. Extensive knowledge of beef, pork, lamb and veal needed. Must be able to handle purchasing and administrative duties required of the sales department. Very good chance for advancement. References and work record must be submitted with first letter. W-439, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN WANTED: To sell stockinette and other wrapping supplies for leading manufacturer. Most territories open. Commission. Write to Box W-424, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EQUIPMENT FOR SALE

6—Anderson EXPELLERS, all sizes.
6—150, 350, 600, 800 gal. Dopp Seamless KETTLES

1—Davenport 23A DEWATERER, motor driven. We also have a large stock of Aluminum and Copper Kettles, Storage Tanks, Filter Presses, Hydraulic Curb Presses, Grinders, Silent Cutters, Stuffers, etc.

Only a partial listing.

CONSOLIDATED PRODUCTS CO., INC.
14 Park Row BA 7-0600 New York 38, N. Y.

OFFERED FOR SALE: Two Jamison Cold Storage Doors in original crates, size 4' 6" x 7' 2" with 4" of cork board insulation. These doors are both metal clad track doors, one left hand opening and one right hand opening. They are available for immediate shipment. A slight discount from our cost would be accepted. FS-35, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

★ ANDERSON EXPELLERS ★
All Models. Rebuilt, guaranteed.
We Rent Expellers

PITTOCK & ASSOCIATES, Glen Riddle, Penna.

EQUIPMENT WANTED

WANTED: Hand operated hydraulic curb press, 18 x 30 or larger. State size, condition, price. LOUISVILLE BEEF CO., 210 Adam Street, Louisville, Ky.

WANTED: 1000 ton curb presses lard roll, filter press and cooker. Mitts & Merrill Hog. Contact Box EW-36, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N.Y.

PLANT WANTED

SAUSAGE PLANT WANTED: With 5,000 to 50,000 lbs. weekly production, Cleveland, Ohio or vicinity. All replies held strictly confidential. PW-32, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANTS FOR SALE

RENT OR SELL 14,500 SQ. FT. BLDG.

CHICAGO

AVAILABLE WITH OR WITHOUT GOVERNMENT INSPECTION

1-story & basement, modern, reinforced concrete building. Complete, modern equip., rails, trolleys, 4,000 sq. ft. coolers. Real estate alone worth \$100,000. Small down pmt., bal. like rent. ALRIK Corp., 1607 W. Howard St., Chicago. Phone Br. 4-2680.

MODERN 3-COOKER RENDERING PLANT

Next to metropolitan area, in northern California. Plant in full operation, have long term contracts for new materials. Excellent labor conditions. Plant located on 25 acres of ground, good living quarters, adjacent to main thoroughfares. Owner retiring.

LIBERAL TERMS IF DESIRED
FS-33, THE NATIONAL PROVISIONER
15 W. Huron St. Chicago 10, Ill.

PROCESSING AND KILLING PLANT FOR SALE

Weekly Capacity 35 Cattle; 85 Hogs; 35 Calves; 35 Lambs.

Location, Yocumtown, Pennsylvania, Etters P.O. Newberry Township, York County, 8 miles to Harrisburg, Capitol City of Pa. Serving Area population 200,000.

Facilities: Automatic smoke house, Gas Kitchen, Air Stuffer, Electric meat saw, Electric Hoist, Dehaler Machine, etc., Stainless Steel Kitchen Complete, Cattle Pens, Trucks, Garages, Living quarters "Double House" plot of Ground 2½ acres more or less, 3 Refrigerators Approx. 14 x 15 feet. Wholesale and Retail business, includes a 35 foot all glass meat stand located in the Broad Street, Market House, Harrisburg, Pa. Well established business good opportunity for live wire. Owner has other interests and desires a quick sale. Will help to finance. Contact

FS-34, THE NATIONAL PROVISIONER
15 W. Huron St. Chicago 10, Ill.

FOR SALE: Rendering plant located in the Atlantic coast, close to large city. Modern equipment. Doing good volume of business. FS-18, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N.Y.

BUSINESS OPPORTUNITIES

YOUR PACKAGED MEATS

NEED CODE DATING

We Offer a Complete Line of Code Daters and Name Markers—Automatic for Conveyor Lines and Wrapping Machines—also Power-Driven Coders for Bacon Boards and other Boards used in the Meat Packing Industry.

Write for details on a specific problem.

KIWI CODERS CORPORATION
3804-06 N. Clark St. Chicago 13, Illinois

HOG • CATTLE • SHEEP

SAUSAGE CASINGS ANIMAL GLANDS

Selling Agent • Order Buyer

Broker • Commissor • Exporter • Importer

SAMI S. SUENDSEN
407 SO. DEARBORN ST. CHICAGO 5, ILL.

BARLIANT'S

WEEKLY SPECIALS!

We list below some of our current offerings for sale of machinery and equipment available for prompt shipment at prices quoted F.O.B. shipping points. Write for Our Bulletin—Issued Regularly.

CLEARANCE SALE

The following remaining equipment from the liquidation sale of Brockelman Bros., Inc., Worcester, Mass. has been priced for quick removal:

25061	SMOKESTICK & GAMBREL WASH-
Globe	35379, perforated cyl. %
HP.	1/2, 1/2, 1/2, 1/2, 1/2, 1/2 ea. \$495.00
25086	FLAKE ICER: York DER-25 with Frenz
	compressor, ser. 267873. 10 HP. mtr. 3100.00
25089	PUMPING CONVEYOR TABLE: Globe
	1/2457, 14" x 43" long, stainless steel Mesh Conv., stainless steel Pumping Stations. 995.00
25019	MEAT GRINDER: DoAll, mdl. MS-15, stain-
	less steel. 1/2 HP. 1/2 HP. 295.00
25067	SAUSAGE COOKING TANK: Stainless
	steel Baffles. 72" L x 43" W x 33" D. 187.50
25208	SCALES: (2) Toledo, Bench type 231-
	1821, 2500 dial ea. 245.00
25024	BAG TYER: Little Giant 27190. 120.00
25023	1/2-O-VAC ATTACHMENTS: (2) In-
	cluding coarse necks, tanks, ea. 75.00
	SPECIAL PUMP: 1/2 HP. for above. 85.00
25000	LAVATORIES: (4) cast alum. La Feil,
	all with Bubbler attachment ea. 75.00
25091	PICKLE PUMP: Griffith #3 Big Boy.
	1 HP. mtr. with 4 sets of pumping needles. ea. 275.00
25092	CASING APPLIER: Buffalo, with intr.
25637	DUAL ATTACHMENT FOR SAUSAGE
	STUFFER: Buffalo, stainless steel pipe. 285.00
25098	CUTTING TABLE: St. John 2324 110.00
25055	SMOKEHOUSES: (4) Atmos, air-con-
	ditioned, for 42" cages, complete with
	accessories. ea. 1000.00
25200	BACON CURING BOXES: (60) 6005
	each ea. 10.00
25206	SKID PLATFORMS: (100) Re-Nu top,
	steel bound, type L, 30" x 48" ea. 4.50

From a plant in Pennsylvania, the following equipment is being offered for sale—available for immediate shipment—at money saving prices:

625	GRINDER: Globe 21562, extra ring. \$975.00
6538	COOKER: Dutch Jourdan, with 2 Regulators, for 42" sticks, 1 HP. 950.00
6526	SILENT CUTTER: Boss 354 670.00
6528	STUFFER: Randall, 2002, 3 valves 600.00
6527	MIXER: Boss 39, hand tilt. 525.00
6541	BOILER: Aradco & Smork, gas fired, automatic electric control, 7/8 HP. 475.00
6535	DEHYDRATOR: Bakelite portable, thermostat controls, 1/4 HP. 400.00
6557	FREON COMPRESSOR: Par. Lynch Mfg. Co. mdl. 2 stage, 1/2 HP. 400.00
6533	AIR COMPRESSOR: H.B.S., Nat'l. Mfg. Co. 2 stage, 1/2 HP. 225.00
6532	PLASTIC SCALE: Toledo 2850CX, ser. #818705, on wheels 225.00
6549	PICKLE PUMP: Griffith, 1 HP. 175.00
6544	CASING APPLIER: with GE 1/6 HP. 150.00
6539	STUFFING TABLE: stainless steel top, 36" x 46" x 9" long 140.00
6531	ICE CHOPPERS: 8" x 12" opening. 125.00
6540	LOAF STUFFER: Interstate Tool Co. stainless steel, 62 to 102 35.00
6536	MEAT SAGES: (6) ea. 35.00
6546	MEAT TRUCKS: (4) galv. 3-21" x 42" x 16" deep, iron casters. 1-21" x 31" x 16" deep, iron casters. ea. 30.00
	ea. 25.00

Miscellaneous Equipment

6012	CONVEYOR TABLE: stainless steel, 70' x 53", 12" stainless mesh conv. belt, complete with mtr. & drive \$2200.00
6237	STUFFER: DoAll, 1002 1250.00
6640	STUFFER: Boss, 4002 950.00
6564	STUFFER: Anco, 4002 950.00
6710	GRINDER: Buffalo 266-B, 23 HP. 800.00
6709	MIXER: Buffalo 23, 5 HP. 750.00
6708	SILENT CUTTER: Buffalo 23B, 15 HP. 550.00
6885	REINHARD UNITS: (7) 9' long, stainless steel ea. 400.00
6619	GLOBE HOY MOLDS: (900) 264-S, stainless steel, with covers, excellent cond. ea. 67.50
6927	SILENT CUTTER: Boss 3521, 90-A, 600# cap. 1900.00

Watch for our Big 8 page "Year End Specials" now in the mail.

All Offerings Subject to Confirmation and Prior Sale

WRITE FOR FULL PARTICULARS

DISPLAY ROOMS and OFFICES

1401 W. Pershing Rd. (39th St.)

U. S. Yards, Chicago 9, Ill.

Cliffside 4-6900

BARLIANT & CO.

- New, Used & Rebuilt Equipment
- Liquidators and Appraisers

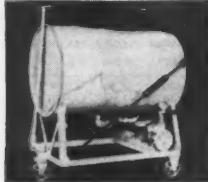


ADVERTISERS

in this issue of THE NATIONAL PROVISIONER



Easy as watering the lawn!



Cleaning smokehouse walls with the Oakite Hot Spray Unit

See what else the Oakite Hot Spray Unit cleans:

- Belly boxes
- Cooking vats
- Steam coils
- Tables
- Conveyors
- Hand Trucks
- Refrigerator trucks
- Strip paint

THAT'S not all. One man with this Unit cleans this smokehouse faster than four men with scrapers.

This sanitation-plant-on-wheels cleans up to 18,000 square feet of surface in $\frac{1}{2}$ hour of spraying. Wide angle nozzle discharges cleaning solution at 2 gallons a minute at pressures up to 55 pounds. Powerful Oakite cleaning solution breaks up the soils, lifts them off, floats them away—fast! All you do is flip a switch, clean, and rinse. No time or energy lost scraping or brushing.

Try it yourself, in your plant. Ask your local Oakite Technical Service Representative for demonstration. Or write Oakite Products, Inc., 20A Rector St., New York 6, N. Y. for descriptive folder. FREE!

SPECIALIZED INDUSTRIAL CLEANING
OAKITE
TRADE MADE REG. U. S. PAT. OFF.

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While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of a change or omission in this index.

The firms listed here are in partnership with you. The products and equipment they manufacture and the services they render are designed to help you do your work more efficiently, more economically and to help you make better products which you can merchandise more profitably. Their advertisements offer opportunities to you which you should not overlook.

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